

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

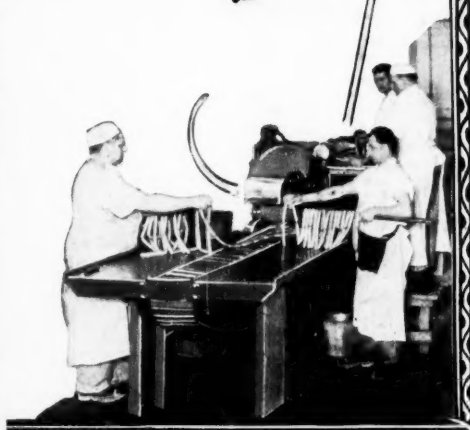
June 81

JULY 6, 1929

Reference Dept.
7th DEK

Number 1

Elimination Shrinkage!



Complete Production in
 $\frac{1}{2}$ Day. Franks Made
this morning by our
Automatic Linking
Machine, Ready for
Packing and Sale this
Afternoon thereby
Saving at least 2%
in Shrinkage.

AUTOMATIC LINKER, INC.

125 West 45th St.,

New York, N.Y.

PHONE: BRYANT 9048



FACTORY: NEWARK, N.J.

• OUR CUSTOMERS ARE OUR BEST SALESMEN •

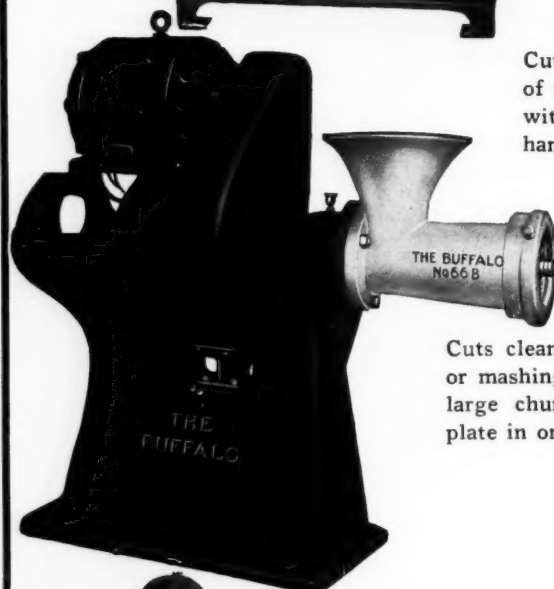


To make the best sausage
—most profitably—use the
world's greatest sausage
machines—"BUFFALOS"

"BUFFALO" Self-Emptying Silent Cutter

—with bowl raised
and lowered by
compressed air.

Cuts and empties a batch
of meat in $5\frac{1}{2}$ minutes—
without touching it by
hand.



"BUFFALO" Meat Grinder

Cuts clean without any heating
or mashing of the meat. Takes
large chunks through the fine
plate in one operation.

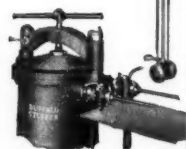
TRUNZ- "BUFFALO" BIAS Bacon Slicer

Produces a $1\frac{1}{2}$ -inch
wide slice from 1-
inch thick bacon by
cutting it on the
bias!

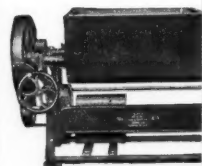
Gives you a
41% increase
in your slices.



"BUFFALO" Air Stu
Guaranteed leakproof



Schonland patent
Casing Puller
Saves 50% to 65% in t
and labor



"BUFFALO" Mix
A necessary machine to
high grade sausage

*It will pay you to investigate the
profit-producing machines!*

JOHN E. SMITH'S SONS C
BUFFALO, N. Y., U. S. A.

Branches: Chicago—London—Melbourne

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Copyright, 1928, by The National Provisioner, Inc. Title Registered in U. S. Patent Office

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS



Volume 81. No. 1

JULY 6, 1929

Chicago and New York

V. 81 July-Dec. 1929

Accounting Points to Wastes in Distribution

*Good Bookkeeping Methods Reveal
Leaks in Selling End and Show
Value of Institute Study Plans*

Although sound accounting practice is essential to the successful conduct of any business enterprise, it is generally believed that the meat packing industry—in which both costs and selling prices vary widely from week to week and from day to day—has a greater need than almost any other industry for good accounting practice.

It has been said by observers outside the industry—and most packers readily agree—that the accounting problems which the packing industry embraces are perhaps the most complex and difficult to be found in any business.

That is the principal reason why a Committee on Accounting, of which G. M. Pelton is chairman, and a Department of Accounting with Howard C. Greer as director, are included in the committee and staff structure of the Institute of American Meat Packers. The Department of Accounting was added in 1927.

Profit in Exchanging Experiences.

In the fields of operating, research, training, and purchasing of supplies other than livestock, packers have profited through cooperative action and by sharing their experiences. Similar opportunities are readily available through cooperation in the study of accounting methods and in the interpretation of accounting records.

The recently issued volume entitled "Packinghouse Accounting" contains

the first results of a thorough study of accounting methods conducted by the committee and department of accounting. It is based in part on material prepared a number of years ago by the same committee.

This earlier material has been brought up to date and has been supplemented generously, with the result that the volume presents a comprehensive discussion of fundamental accounting practices and principles.

This book, which was prepared primarily for the guidance of executives in the industry, also is intended to point out ways by which packers can obtain the maximum of useful information from their financial records.

Sales and Accounting Studies.

Throughout industry a new liaison is springing up between the sales and accounting departments. The accountant has demonstrated that his

records contain many significant facts about distribution.

An example in point is found in the studies of selling costs conducted by the Institute's Department of Accounting. By analyzing figures made available in certain member companies, the costs in these companies of different methods of distribution and of different sales channels have been determined and compared.

The cost in these companies of obtaining and handling small orders and accounts has also been studied, and an analysis has been made of the buying habits of retailers, with emphasis on the scattering of purchases. This work was conducted as a phase of the Institute's waste elimination program on behalf of the section on wastes in distribution and selling.

The value of these studies lies not so much in the actual figures presented as in pointing the way for similar studies by individual companies, and in suggesting the general plan for conducting such studies.

Packers Profits in 1928.

The membership of the section on wastes in accounting and finance of the Commission on Elimination of Wastes includes two members of the committee on accounting. This section has been acting in an advisory capacity to the other sections, and plans to devote its work to developing information for the other sections rather than to pointing out actual wastes in accounting and finance.

Intimately associated with the sub-

How About These Costs?

How many packers know what it costs them—

To buy livestock?

To turn live animals into meat?

To process meats?

To sell?

How many packers know what each salesman costs them?

How many know size of order they can afford to fill?

How many know just what they get out of each territory in which they operate?

Proper cost accounting will keep this information before the packer.

It's vital information, and no business can be operated safely in these highly competitive days without it.

A106081

ject of costs is the subject of profit rates.

Heretofore, representative information on the net returns of packers has not been promptly available. In order that members of the Institute may have a means of comparing their own results with those of a substantial part of the industry as a whole, the Department of Accounting has prepared an analysis of packers' profit rates during 1928, based on confidential information furnished by a group of member companies whose combined sales is estimated at approximately 65 per cent of the total volume of all members.

Plans have been made for a continuation of these accounting activities in the future on a relatively broad scale.

Further study is to be made of the costs of distribution, and it is proposed to start work within a short time on an analysis of cutting margins in the hog business. Other subjects will be examined in order of their evident importance to the industry.

MEAT PACKING GRADUATES.

Twelve men have just completed a specialized course of study of meat packing subjects in the Institute of Meat Packing at the University of Chicago, according to an announcement by the University.

The Institute of Meat Packing, which is conducted jointly by the University of Chicago and the Institute of American Meat Packers, offers a four-year day course, evening courses, and home



G. M. PELTON.
Chairman Committee on Accounting,
Institute of American Meat Packers.

study courses to employees and prospective employees of the packing industry. Four of the students whose work has just been completed received Bachelor of Science degrees. One received a Master's degree, and two others completed advanced graduate study.

The study of meat packing has enabled these men to acquire an intimate

knowledge of the industry and a basic background which could not be obtained otherwise without a long period of experience. It is expected that most of the students will enter the employ of meat packing companies.

Among the courses studied by these men are pork and beef operations, economics of the packing industry, packinghouse accounting, merchandising and marketing of live stock and meat, and science in the packing industry.

Six of the members of the class have already been placed in the industry, and it is expected that most of the others will enter the employ of meat packing companies. George J. Buchy is now in his father's pork and beef packing concern at Greenville, Ohio; Edward L. Coyle is with the sausage department of Wilson & Company; D. N. Lunde, Jr., is in his father's company, which wholesales meats in Chicago; C. J. Matthews was placed with the cattle and hog buying department of the Keefe-LeSturgeon Co., Arkansas City, Kan.; M. G. Cress entered the beef department of Swift and Company, and Roy W. Raebel is in the produce department of Swift and Company.

REMODELS FOR BETTER DISPLAY.

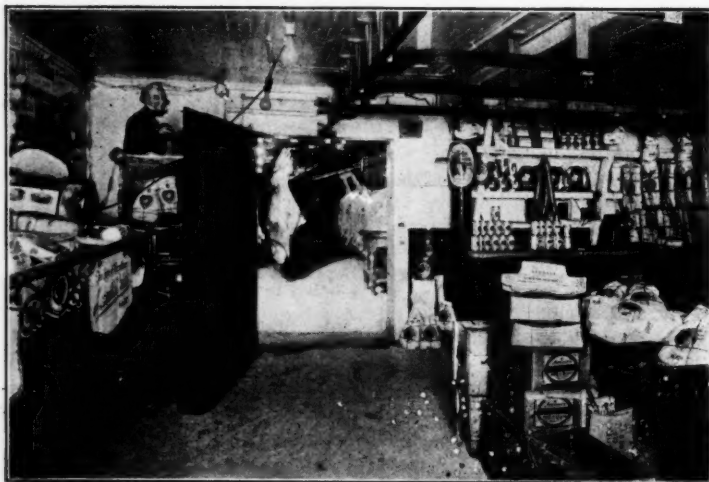
Recognizing the fact that the manner in which meats are displayed has a direct influence on meat buyers, J. A. Raulerson & Co., Philadelphia, Pa., wholesale meat and provision distributors, have completely remodeled their plant at No. 26 South Delaware ave.

The company has provided its sales coolers not only with greater capacity, but also with improved facilities for attractively displaying their products. Additional illumination and sanitation also have been provided.

J. A. Raulerson, head of the company, is a packinghouse veteran. Formerly superintendent for the old National Packing Co. at Chicago, he went into the sales end, and for 21 years was connected with Armour and Company at Washington, New York City and Philadelphia as branch house manager and superintendent. In addition to a wholesale meat and provision business, he now operates also a brokerage and commission business.

Under the new arrangement the company's coolers are divided conveniently, as shown in the accompanying illustration, so that provisions are well displayed in the front cooler, carcasses of beef, lamb and veal being hung in the rear cooler. The office and shipping room are in the front of the building.

Watch the "Wanted and For Sale" page for business opportunities or bargains in equipment.



AN ATTRACTIVE SALES COOLER WHICH DISPLAYS PACKAGED PRODUCTS.

The wide variety of meat products now being marketed in package form is shown in this view of the front cooler of J. A. Raulerson & Co., Philadelphia, Pa., wholesale meat merchants. In the picture will be seen many widely-known brands of packaged meats and meat products, including hams, bacon, lard, sausage, canned ham, ox tongue, pickled pigs' feet in glass, spiced ham, corned beef, lamb livers, luncheon meat, etc.

The front cooler, shown here, is devoted to the display and sale of provisions. In the rear sales cooler, seen through the doorway in the center, carcasses of beef, lamb and veal are hung.

Cooperation in the Livestock and Meat Industry

Success of Efforts in Many Phases Shown in Review of Year's Work of National Livestock and Meat Board

Carrying the story of meat from coast to coast through the medium of the press, the radio, the lecture platform, the meat exhibit, judging and story contests and printed literature, and serving as a bureau of meat information—these have constituted the principal activities of the National Live Stock and Meat Board during the fiscal year just ended.

Back of this publicity are research and experiment to establish further facts regarding meat and its importance in the daily diet of every normal individual.

The sixth annual report of the board for the fiscal year 1928-29 points also to the assistance the board has rendered the industry in meat merchandising through the new lamb cutting methods, the launching of a national program of beef demonstrations, the furnishing of data on meat and other food advertising, and supplying advertising copy and counsel to the retail meat trade.

In presenting this report, managing director R. C. Pollock calls attention to the fact that the board has found it possible to follow closely and expand upon the original program of work as outlined by its directors in 1923.

"Practically every project of that original program has been prosecuted successfully," Mr. Pollock said, and "there have been many amplifications."

The Scope of Publicity.

On the subject of publicity the report points out that during the year the board had placed meat before the reading public in every state through the columns of the daily and weekly press; publications such as market, meat trade, agricultural and breed journals have worked closely with the board in conveying its information to the different branches of the industry. Furthermore, hotel, restaurant and other publications have devoted much valuable space to information on meat of particular interest to their readers.

More than 270 radio talks on meat have been broadcast from stations from coast to coast. The national radio audience has proved to be vitally



R. C. POLLOCK.
Managing Director, National Live Stock
and Meat Board.

interested and anxious to gain more information about meat. Many stations have cooperated closely in putting this material on the air. A large number of talks have been broadcast by representatives of the board. Other talks have been prepared for stations in all sections of the country to be put on the air by their own staff members.

A meat bulletin service for all cooperating radio stations has won wide approval. Announcements through the microphone that meat literature is

available have resulted in the distribution of thousands of pieces.

Better Meat Merchandising.

In its efforts in behalf of meat merchandising methods, the board has continued its teaching of improved cutting methods as applied to lamb. These have been received enthusiastically by both packers and retailers. It has worked out new cutting methods for beef, and has inaugurated a national beef cutting program to be carried out during the current year in cooperation with packers and producers.

The board has continued its efforts in behalf of the beef grading and stamping service which it placed on a working basis the year previous, in cooperation with the government, the Institute of American Meat Packers and the Better Beef Association.

Another interesting activity has been the gathering and dissemination to the industry of statistics on food advertising. More than 240 newspapers have sold a new display meat advertising campaign of 8 advertisements, designed by the board, to local retailers.

Personal contact has been established with thousands of housewives through lectures and demonstrations which have made possible the informal discussion of their problems of meat selection and preparation. By this means the value of meat in the diet has been stressed, the selection and use of all cuts have been shown, and proper cooking methods have been demonstrated. All of this is believed

<p>Meat A Digest</p> <p>FOOD that is easily digested and gives you 90 per cent of its energy.</p> <p>We suggest the cuts under this digestion and enjoyment.</p>	<p>Why Meat Is Recommended</p> <p>MEAT is recommended as a part of the well-balanced diet by physicians and authorities on nutrition. Because it is so nourishing, wholesome, and rich in food value. Meat is considered as a source of protein and iron, and is highly digestible. Balance your menu with one of these meat specialties.</p>	<p>Meat's Minerals</p> <p>MEAT makes iron and calcium available to the body. It is a source of iron, calcium, phosphorus, and other minerals. These are essential for the proper functioning of the body. Meat is a rich source of these minerals.</p>	<p>Getting This On Meat</p> <p>Get the advice of the National Live Stock and Meat Board. They are experts on meat. They can help you select the best cuts of meat for your family. They can also help you cook meat properly.</p>	<p>Does Your Family Demand Variety?</p> <p>Does the food of your family consist of the same old, same old? If so, why? Why not try a different cut of meat? Try a different cooking method? Try a different seasoning? Meat is a versatile food. It can be cooked in many different ways. It can be seasoned in many different ways. It can be cooked with many different vegetables. Try something new. You will find that meat is a delicious and healthy food.</p>	<p>High in Food Value—Low in Price</p> <p>Do you see evidence of pork, chicken, or other food? Meat is a high food value food. It is a low price food. It is a food that is both healthy and economical. It is a food that is both delicious and nutritious. It is a food that is both easy to cook and easy to eat.</p>	<p>Shop With Us For Meat</p> <p>WE have a large supply of the most cuts of meat. We are able to offer them to you at unusually low prices. We are able to offer them to you at unusually low prices. We are able to offer them to you at unusually low prices.</p>
---	--	---	--	--	---	---

ADVERTISING READY FOR THE RETAILER'S USE.

Types of advertisements prepared by the National Live Stock and Meat Board and made available to retail meat dealers through 4,400 member newspapers of the National Editorial Association.

to help create a greater confidence in meat.

Value of Research Work.

Excellent progress is reported in the research work under way. In the national study of factors influencing the quality and palatability of meat, in which the U. S. Department of Agriculture and 22 state experiment stations are cooperating, many new facts are being developed. This is necessarily a long time study and one on which widespread information can not be furnished until the study nears completion.

Work has advanced satisfactorily in the study of food iron at Pennsylvania State College, and in the study of meat in the rearing of young at the University of Rochester. The scientific research program is under the guidance of the National Research Council.

One of the most striking disclosures in recent research work in which the board played an important part was that relative to the use of liver in the treatment of anemia.

Contests applied to the subject of meat have proved of great value in encouraging a more thorough study of this food in educational institutions, the report says. These contests have been of two general types—the meat story contest and the meat judging contest. A number of judging contests have been sponsored for college students and for boys and girls of high school age.

Literature That Sells Meat.

Meat cook books, textbooks, notebook meat charts and many other types of meat literature were distributed to high schools, universities, housewives, and miscellaneous sources. More than



CHARLES D. CAREY.

President-elect National Live Stock and Meat Board.

Mr. Carey, who is a Wyoming cattleman, is also president of the American National Livestock Association.

600,000 meat recipe books alone were distributed during the year.

"Literature has been found indispensable in furthering the cause of meat," Director Pollock says. "Through this means the board has been able to place authentic facts in permanent form before millions of consumers, thus encouraging a more thorough and widespread consideration and study of the subject than ever before."

In its service as a bureau of information the board has been able to aid meat education in a very material way.

All sorts of questions were received during the year from many sources and from all parts of the country as to recent scientific discoveries regarding meat, its food properties, its use with other foods, cooking methods, and so on.

The board was instrumental in presenting educational meat exhibits at expositions and fairs from coast to coast during the year. "The board has not overlooked a single opportunity to develop the possibilities of the exhibit idea," the report states. "It has demonstrated the worth of the meat exhibit so convincingly that it has won nation-wide support in carrying on this type of project."

Officers Elected for Year.

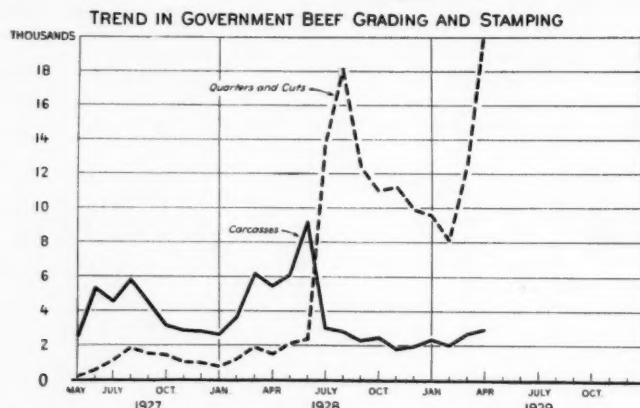
At the annual meeting of the board, held June 27 and 28, the following officers were elected for the year: Charles D. Carey, Wyoming livestock producer and representative of the American National Livestock Association, chairman; Thomas E. Wilson, president of Wilson & Co. Chicago, representing the Institute of American Meat Packers, vice-chairman; Everett C. Brown, representing the National Live Stock Exchange, treasurer; and R. C. Pollock, Chicago, secretary-general manager, all of whom are members of the board of directors.

Other members of the directorate are: J. H. Mercer, Topeka, Kans., representing the Kansas Livestock Association, and retiring chairman; E. J. Barker, Thorntown, Ind. and Fred H. Moore, Logansport, Ind., National Swine Growers Association; O. M. Plummer, Portland, Ore., American National Livestock Association; R. M. Gunn, Buckingham, Iowa, Corn Belt Meat Producers Association; Depew Head, Columbus, Ohio, and S. H. Thompson, Chicago, American Farm Bureau Federation; F. R. Marshall, Salt Lake City, Utah, National Wool Growers Association; E. B. Spiller, Fort Worth, Tex., Texas and Southwestern Cattle Raisers Association; W. B. Tagg, Omaha, Nebr., National Live Stock Exchange; F. Edson White, president, Armour and Company, Institute of American Meat Packers; John T. Russell, Chicago, National Association of Retail Meat Dealers; and C. H. Janssen, St. Paul, Minn., National Association of Retail Grocers.

HOG CASINGS TO AUSTRALIA.

More than a million pounds of hog casings were exported by the United States to Australia during 1928. During the calendar year the total amount was 1,068,506 lbs., valued at \$754,458.

Watch the "Wanted" page for opportunities.



U.S. DEPARTMENT OF AGRICULTURE

BUREAU OF AGRICULTURAL ECONOMICS

TREND IN GOVERNMENT BEEF GRADING AND STAMPING.

While the trend in the government grading of carcasses has not been as strong as the trend in the grading of quarters and cuts, the demand appears to be stabilized on an upward curve. A notable increase in demand for government graded beef is reported as coming from several large chain store organizations.

Either government graded or packer graded and branded beef is available to retailers who may wish to order it, in practically all parts of the United States.

Chain Store Development in Meat Distribution

Store Arrangement and Equipment Are Important Factors in Efficient and Economical Operation of Meat Chains

II — Layout of the One-Man Market

One of the reasons why food chains have been successful is because executives of individual chains have given thought to the physical necessities of each store.

Store locations have been carefully chosen. Sanitation, refrigeration and display needs were well provided for. Each store was laid out primarily to give the best service possible with a minimum of clerical time and labor expense.

Especially important is this matter of store layout with the one-man market chain.

In the one-man meat market, labor-saving and time-saving equipment are essential to successful operation. The market must be arranged so that the man behind the counter will have to travel a minimum of distance to serve a maximum of customers.

And at the same time the store must be attractive as a whole. It must be clean and sanitary throughout, and the merchandise it sells must be invitingly displayed.

These and other interesting problems of chain store organization, personnel and meat merchandising, as illustrated by a typical and successful one-man market chain, are described in the following, the second of a series of four articles on the one-man chain appearing in THE NATIONAL PROVISIONER. The first of this series, written by a student of the modern chain store, traced the growth of the meat chain—especially the one-man market chain—and described the general organization of a typical one-man chain enterprise.

In the present article the author tells how the markets of this typical chain are located, laid out and equipped, and how store managers are selected.

Store and Equipment

By Ernest F. Witte.

All stores of this one-man chain are standardized both on the outside and the inside, so far as the differences in size allow. All stores are painted red on the outside and have a large sign on the front bearing the company name. Those stores having a market have "Meat Market" painted in large letters on the front as well.

The purpose of these standard fronts

is to make recognition of the stores by the customer easy. While red is an outstanding color and attracts attention, it is so commonly used by stores of all kinds that it is doubtful whether it has great significance to the customer at present.

The stores are very similar inside. The stock is all arranged in the same manner.

The meat department is nearly always in the rear of the store, occupying a space the width of the store room (about 20 feet), with 12 feet the other way. This is a very compact space and everything must be arranged in the proper manner so that the best possible use is made of the space.

Everything is arranged so that the man back of the counter can wait on a customer by taking the least possible number of steps. Several experiments in layout were conducted before a satisfactory one was finally found.

A typical layout of one of the markets of this organization is shown in the accompanying illustration. Some may question whether this is the best

possible layout, and probably no one can prove that it is or is not. But the company feels it meets their needs.

Of course, the layout is modified to meet differences in the size of the store, but the standard is adhered to as nearly as possible.

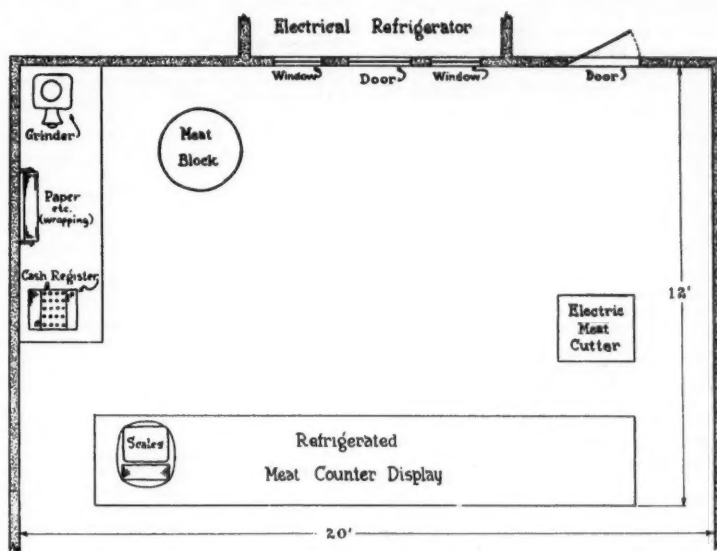
How Equipment Is Arranged.

The equipment consists of an electrical refrigerator box which varies in size from 8 by 8 feet to 15 by 15 feet.

Two display windows are contained in the front and a small front door makes unnecessary very many trips to the larger door at the side because the box is so small that, by proper arrangement of the meat in the box, the items called for most frequently can be reached from the front door.

To the left of the customer is a table containing a cash register, paper and twine, wrapping space and, at the far end, a meat grinder. To the right of the customer is a slicer. In front is a refrigerated meat counter and display case, on top of which is a scale.

These items, together with the meat block, complete the equipment. The



TYPICAL LAYOUT FOR MEAT DEPARTMENT OF ONE-MAN MARKET.

The illustration shows the rear portion of a combined grocery and meat market, the latter operated by one counter man.

Labor-saving and time-saving devices, such as the electric meat cutter, are essential to the success of such a market. Also, equipment is arranged with close regard for the sequence of clerical operations in waiting on customers, to provide a maximum of service with a minimum of waste clerical effort and expense.

company believes it has furnished each market with the best equipment available. It is because of these labor-saving devices and machinery that one man is able to run the market.

The floors of the stores are oiled and no saw-dust litters them as is so common in meat markets generally. The walls are painted a light grey so that they present a pleasing appearance while not being so light as to show spots, which are bound to appear on a lighter wall unless it is frequently washed or re-painted.

The man back of the counter wears a clean white jacket and clean apron, and his general appearance is neat.

A Bad Habit for Market Men.

One thing should be criticized, not only because it was noticed among the employees of this concern, but because it seems quite typical of market employees. This is the habit many market employees have of chewing tobacco while on duty and of expectorating on the floor back of the counter. The habit of chewing tobacco is revolting enough to most women, but when the tobacco stains are about the mouth of the person waiting on them and he uses the floor as his receptacle, all the while working with food products, it makes a decidedly bad impression on the customer. Further, it offsets a good deal what the company has done to promote the idea of cleanliness about the market.

Sanitary equipment costs the company considerable money, and the benefit to be derived from this should not be partly offset by an employee's personal habits.

All show cases, trays and counters are kept as clean as it is possible to keep them, and they present a very attractive appearance.

The city in which this market is located is built on a square around the main public building. On this square the most exclusive stores and shops are located, and of course most of the people in the city do some shopping on this square at some time or other. It is, therefore, one location where attention of the majority of the people of the city can be attained.

One Store for Special Displays.

The company has taken advantage of the advertising value of this situation, and the store they have located on this square is considered one of the finest in the state.

It is fitted and equipped in keeping with the other stores on the square. No printed bills or such matter are pasted on the windows, window displays are well executed and a very complete line of meats, groceries, fresh fruits and vegetables is carried.

The very latest fixtures are used, the initial layout of the store costing in the neighborhood of \$20,000. The floor is of red and white tile.

The meat market occupies the rear and part of one side of the store. Twenty-eight feet of refrigerated display counter space is contained in the store, this counter alone costing \$3,000. The electric refrigerator is 16 feet square.

The latest machinery is installed, which consists of a cash register, a Vaughan electric meat cutter—which the manager said was indispensable and paid for itself in one year because

it eliminated the need for at least one employee, and perhaps two—a computing scale, a slicing machine and a refrigerated display case.

A manager and an apprentice are the only employees in this market. It is easy to see the advertising value of having such a model store on the square. Persons trading here are naturally attracted to the company's stores in their own neighborhood.

Purchasing Is Centralized.

The market handles the following products: fresh meats, cured meats, lard, oleomargarine, poultry, cheese, butter, milk, fish and peanut butter.

Eggs might well be added to this line instead of being handled by the grocery.

Since those grocery stores of the company not having meat markets handle all of the above items but fresh meats and fish (although, of course, they do not handle anywhere near as complete lines as the markets do), many of the above lines are carried in stock in the warehouse refrigerator, including lard, butter, smoked meats, peanut butter and cheese.

All of these items are purchased by the central purchasing department, which does the buying for both the meat and grocery departments. The markets then order these items from the warehouse.

Milk is ordered directly from a dealer designated by the central office, and the milk is delivered direct to the market. The manager pays cash for the milk and reports the amount paid out on the report blank provided for that purpose. A cash purchase report is made weekly.

Most Meats Bought Personally.

All other items, such as fish, fresh meats and some cured meats, are purchased by the superintendent of markets. He personally goes to the wholesale markets, inspects the products and selects what he wants.

In other cases, where the packer does not have a branch house, merchandise is purchased only on condition that, if the product does not meet the approval of the superintendent after inspection, the company has the right to reject the products. Purchases also are made through commission houses at times.

The company handles nearly all the well known brands of products. It has never purchased surplus, unbranded products from any packer, even though they could be obtained for lower prices, because it is the object of the company to build up a reputation for handling good grades of merchandise. And this can be most easily accomplished by handling well known brands of products.

Two grades of beef are handled—medium and choice. Only two of the markets carry the choice grade because only at those markets is there a demand for so expensive a grade of beef. One market carries the government selected and stamped "choice" grade and finds that customers who want this kind of meat appreciate this extra guarantee.

Markets Order Three-Day Supply.

Every morning the superintendent calls each market manager and asks him what he needs. Managers, after considerable experience, can estimate very accurately the amounts it will be

necessary to have on hand in order to carry them through until the next delivery. A maximum supply is a three-day supply, and it is on this basis that the manager makes his estimate as to his needs.

The superintendent rarely questions the amount ordered unless it is plainly too much, which he determines from his control reports showing the volume sold by each market in the past. He very likely will ask the market manager how much he has on hand, or his reason for ordering a certain quantity, if the order is in any way unusual.

All orders are then consolidated, and the superintendent makes the purchase. Orders for merchandise or supplies carried at the warehouse are then delivered to the markets by company trucks, an invoice being delivered with the merchandise.

Oleomargarine, poultry and all meats are delivered to the stores at least three times weekly by the packer. Those stores in other towns outside the branch house district get their deliveries from the packer's car routes twice a week.

An invoice is delivered with the products and each manager checks each item to see that he has gotten what the invoice calls for. He then signs the invoice and sends it to the office, where, before payment is made, it is checked against the bill which the company has received from the packer.

Savings in Quantity Buying.

The superintendent believes that he can purchase on the average about three per cent cheaper than can the independent dealer, so that he does get a real advantage in purchasing in quantity over what the independent gets. However, this is a much smaller saving than is commonly believed by the independent, who thinks all his troubles are due to the advantage of chains buying in quantity.

For an example of the saving in buying, the superintendent said when interviewed that his stores at that time were selling pork chops at retail for the same price that a local packer was asking for pork chops at wholesale. At the same time he was not getting any reduction on beef—due to scarcity—below what any independent could get.

This seems to indicate that the packer uses the chain market as his means of disposing of surpluses, and does this by giving them a lower price for quantity orders.

It is interesting to note that the superintendent has had thirteen years of practical experience with a large packer, and this training stands him in good stead, not only as a judge of meats, but also as to where to go and the connections to seek in order to secure the best buys for the company.

The packing companies apparently serve as a personnel supply house for chains who need men who know something about the quality of meats, and who can form desirable contacts between the chain and the packing companies. The value of such associations can hardly be overestimated.

Maintains a Sausage Factory.

The company maintains a small sausage factory which was started in order to take care of the trimmings which would otherwise have gone to waste in the markets. The demand for

(Continued on page 49.)

THE NATIONAL Provisioner

Chicago and New York

Member

Audit Bureau of Circulations
Associated Business Papers, Inc.

OFFICIAL ORGAN INSTITUTE OF
AMERICAN MEAT PACKERS

Published Weekly by The National Provisioner,
Inc. (Incorporated Under the Laws of
the State of New York) at 407 So.
Dearborn Street, Chicago

OTTO V. SCHRENE, *President.*
PAUL I. ALDRICH, *Vice-President.*
OSCAR H. CILLIS, *Sec. and Treas.*

PAUL I. ALDRICH, *Editor and Manager*

GENERAL OFFICES.

Old Colony Bldg., 407 So. Dearborn St.,
CHICAGO, ILL.

Telephone Wabash 0742, 0743, 0744, 3751.
Cable Address "Sampan," Chicago.

EASTERN OFFICES.

55 West 42d St., New York
Telephone Chickering 3139

PACIFIC COAST OFFICE.

681 Market Street, San Francisco, Calif.
NORMAN C. NOBBER, *Mgr.*

TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID.

United States.....	\$3.00
Canada	4.00
All Foreign Countries in the Postal Union, per year.....	5.00
Single or Extra Copies, each.....	.10
Back Numbers, each.....	.25

"Where Are We At?"

Giant amalgamations of food manufacturing and merchandising concerns are reported to be under way, with enormous capital at their disposal.

So far these food groups have not reached into the meat industry, although there is the possibility of one manufacturer of meat products, as well as a great cheese concern, being included in these mergers.

In view of this tendency, the question naturally arises as to where the packing industry will find itself in this field of consolidated food distribution.

Will the packer be permitted to take on the distribution of other food products, as is being done by these great amalgamations? Or must his field be confined to the wholesaling of meats, without the privilege of reducing his distribution costs by acting as a general food purveyor?

Elimination of waste to the end that producer and manufacturer may have better returns, and at

the same time the consumer may get his food at the least cost, is the keynote of modern distribution.

The question is, can a single food be purveyed economically, especially in competition with consolidated distribution. Or is it necessary for the same agency to handle many foods to effect the greatest economy?

Packers, large and small, have what are supposed to be highly efficient selling and distribution organizations. Will they be used to the greatest advantage in the future?

If so, what tie-ups should be made, and how soon can extension begin?

Direction of Farm Relief

The farm relief measure, known officially as the "Agricultural Marketing Act," and termed by President Hoover "the most important measure ever passed by Congress in aid of a single industry," is now on the statute books, and the machinery for carrying out its provisions is being set up.

This machinery consists primarily of a Federal Farm Board of nine members, distributed regionally and representing the major farm products. As the act is primarily a marketing act, it has been found desirable to choose men for the board who have been engaged in the operation of farmers' marketing organizations.

Already the President has chosen for the board leaders in the cooperative marketing of fruits, livestock, tobacco and cotton, with the dairy and cereal crops yet to be represented.

Heading up this group of men of wide experience in the cooperative marketing of the principal farm products is a business leader in an industry whose prosperity is dependent solely on agriculture. His entire business career has demanded a wide knowledge of agriculture and its needs, making him eminently fitted to direct the application of business methods to agricultural marketing.

So far the President's selection of the Federal Farm Board membership is in keeping with his unvarying foresight and understanding, not only of the needs of the industry involved, but of the influence of the new move on allied

industries and on the entire consuming public.

Misdirected administration of the Agricultural Marketing Act could work hardship on every industry depending upon agriculture for its raw materials. Meat packing, being one of the most important of these industries, has watched with satisfaction the choosing of the board personnel.

Better Retail Selling

What makes the successful retail meat dealer?

It isn't his location, the stock he carries, the service he renders, the prices he charges or any other quality or factor. It is a combination of all of these, and others not mentioned.

A good meat merchandiser will succeed in a poor location and with a store not strictly up-to-date, while a poor merchandiser will often fail when all of the conditions are breaking in his favor.

We hear much these days about the need for the retailer to put more efficiency into his business, render better service, keep a more attractive store, etc., in order to meet the new competition.

But these things, while they help, are useless unless a man has those qualifications that will enable him to win customers and keep them satisfied with his goods and service.

Today he must pay more attention to the little things—the details. He must do constructive advertising; he must eliminate waste; he must remember that profits come from turnover, not holdover; he must learn to what the good merchandisers in his and other lines are doing and take from their experience and use the things that will be likely to benefit him in his business.

He can no longer sit idly by and wait for business to come to him, but he must learn how to go after business and get it—and also the money for the merchandise that goes over his counters.

People are not buying less; but there are more after the consumers' dollars. Opportunities are not fewer in the retail meat business; but daily more ability is being needed to cash in on them.

Practical Points for the Trade

(Contents of THE NATIONAL PROVISIONER are copyrighted and may not be reprinted except by permission)

Handling Beef Hams

What is the best method of handling beef hams for dried beef? A Western packer asks this question, saying:

Editor The National Provisioner:

Will you kindly give me method of curing, also formula and correct process of drying and smoking beef hams for dried beef?

There are many different methods of producing dried beef and as the product on the market would indicate, some of these are considerably superior to others.

The following is a brief outline of what is believed to be a good method of producing a nice beef ham in a reasonably short time.

Some of the experienced men in the industry are of the opinion that a dry cure for beef hams is much better than sweet pickle, as the meat juices are retained and the amount of salt more easily controlled.

The hams should be rubbed with the curing material the same as is customary for dry cure bellies for fancy bacon. Sprinkle a small quantity of the curing mixture on the bottom of the tierce or vat and pack tightly by tamping to fill voids.

The hams will form their own pickle and should be overhauled in 5, 15 and 30 days after packing. They should be cured in a temperature of 36 to 38 degs. F.

The following curing mixture should be used for handling beef hams this way:

For each 100 lbs. of meat, use
3 lbs. salt
8 oz. sugar
4 oz. saltpeter

When they are taken out of cure they should be soaked approximately one-half to one hour, just enough to remove the surface salt, then wash and hang up to drip. Dry off the surface of the hams in a warm ventilated room.

Put in the smokehouse and apply heat only, starting at 110 degs. F., and move the temperature up gradually to 135 to 140 degs. F. When the surfaces of the hams are dry, a dry wood fire may be started to smoke them very lightly, or a small amount of dry hickory sawdust may be used.

It is important that the surfaces of the hams do not become shell dried. Regulate the draft and dampers in the smokehouse so that drying is gradual over a period of 3 or 4 days.

In the above formula the amount of salt suggested is small, but it is believed it could be reduced safely to 2½ lbs. salt per 100 lbs. of hams, in view of the fact that for each 100 lbs. of

meat there will be only about 60 to 65 lbs. of dried hams.

Cracklings in Sausage

Can packers use their own cracklings for sausage manufacture? A Southern packer writes as follows regarding this:

Editor The National Provisioner:

We understand that cracklings are being used extensively in the manufacture of wieners and bologna.

We would like to know if it is necessary to purchase these cracklings or the crackling meal from commercial concerns, or if we can grind the cracklings from our lard manufacturing and use them with the same degree of success as obtained from the crackling meal put on the market.

There is no reason why this packer should not use his cracklings from lard manufacture, provided there are no bones in the material rendered for lard.

Lard made by one of the modern systems of rendering, either the dry or the combination wet and dry system, yields the best cracklings for this purpose.

Instructions for the use of such cracklings in sausage manufacture were given in THE NATIONAL PROVISIONER of May 11, 1929.

Do you use this page to get your questions answered?

Making Dry Sausage

It is only recently that these delicious products have been made to any great extent in this country. Special air conditioning apparatus is needed, as definitely controlled temperatures and humidities are essential, especially in the hanging room.

A recent illustrated article in THE NATIONAL PROVISIONER discussed operating conditions, temperatures and humidities needed to make dry sausage. It followed the product from the stuffing bench clear through to the sales end in a most complete fashion.

Reprints of this article may be had by filling out and mailing the following coupon, together with 5c in stamps.

Editor The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me your reprint on
"Making Dry Sausage."

I am
I am not a subscriber to THE
NATIONAL PROVISIONER.

Name

Street

City State

5c in stamps enclosed.

Second Curing Pickle

What is boiled second pickle? How is it made? A small Western packer writes as follows about this product:

Editor The National Provisioner:

I am not sure that I understand just how you mean for one to use boiled second pickle. I assume that one-half of this product, mixed with new pickle made 100 degs. on the salometer, would be right. Am I correct? Would anything be gained by boiling the new pickle? How long should the second pickle be boiled?

Our understanding is that boiled second pickle is pickle that has been used once.

Second pickle from hams, shoulders and bellies is usually recovered by dropping a rubber suction hose into curing vats and drawing the pickle out by means of a pump located on the same level as the curing cellar or in the coolers below. The pickle is then stored in tanks equipped with brine or ammonia coils to prevent souring until ready to sterilize.

It is then pumped into a cook tank made of wood and equipped with closed steam coils, using 1 ft. 0 in. of 1½-in. coils (galvanized) to each 10 gals. of pickle.

The pickle must be heated to 180 degs. F. within 1 to 1½ hours without stirring or agitating. As the albumen and scum rise to the top it should be skimmed off until the pickle is clear and free of scum.

When clear, turn the steam off and allow to settle. Then draw off into a vat and add salt enough to bring the pickle up to its original strength. Add one-fifth as much sugar and saltpeter as used in the original pickle.

Do not permit second pickle to get warm before sterilizing, and chill as quickly as possible after sterilizing.

One-half second and one-half new pickle may be used to advantage for curing with good results.

A mild curing pickle may be made of
1½ lbs. of sugar
5 oz. saltpeter
to 5 gals. of salt brine of 62 degs. saltometer.

This pickle may be used with the second pickle or, if used alone, 5 gals. are necessary for each 100 lbs. of green meat. The meats should be overhauled in 5, 15 and 30 days after packing, curing them at a temperature of 36 to 38 degs. F.

It is not necessary to boil the new pickle if pure water is used. A common practice is to mix the sugar and saltpeter and bring to the boiling point in water. Then cool and put in the salt brine to make the pickle.

See the "Wanted" page for bargains.

Sausage Turning Green

A sausage maker is having trouble with his finished product turning green. He says:

Editor The National Provisioner:

We have trouble quite frequently with our sausage turning green after it is cut and exposed to the air.

We are using a commercial curing salt in place of saltpeter. We use one pound of this with 3 pounds of flake salt for each 100 lbs. of meat. We cure from 4 to 10 days before using.

Our meat is all put down fresh and run through the 1-in. plate. We aim to keep our curing cooler from 38 to 40 degs. F. Everything about our plant is in A-1 sanitary condition.

What do you think of liquid spice? Also of nitrite?

It is suggested that this sausage maker cure his beef and pork trimmings with

- 2 lbs. salt
- 3 oz. saltpeter
- 8 oz. sugar

to 100 lbs. green meat.

Grind the meat and mix thoroughly with the curing materials. Add a quart of mild ham pickle and tamp the meat tightly into the tierce.

The meat must be fresh and cold when packed, and the temperature in the curing cellar should not be over 38 degs. F.

If these instructions are followed and the meat is cured 6 to 8 days, there should be no trouble with meat turning gray or green.

After stuffing, the sausage should hang overnight in the cooler before smoking or cooking, the cooler being held at 38 degs. F.

As to liquid spices, they are all right and are becoming increasingly popular.

Nitrite is a very strong product and only one-tenth as much of it is used as nitrate or saltpeter. Too much will burn and harden the meat.

Sausage trimmings should not remain in cure over 10 days.

Hog Rinds in Jelly

A Western packer asks what the exact proportion of hog rinds to water should be in making jelly. He says:

Editor The National Provisioner:

For years we have made a jelly from hog rinds for use in head cheese, but we have never used any certain amount to make a certain amount of jelly. Have you a formula for a given amount of rinds for the production of a given quantity of jelly?

Is there any disadvantage in salting rinds to keep them until they are ready to boil?

The proportion of hog rinds to water depends upon the desired stiffness of the jelly.

A good plan is to take 50 or 100 lbs. of rinds, put in a steam jacketed kettle, cover with water and boil for about 2 hours. Then remove the rinds, skim the grease from the meat liquid, turn on the steam and boil for about one hour. This has a tendency to thicken up the liquid.

Then put about three thicknesses of

cheese cloth over the draw-off valve on the kettle and strain the liquid into a clean receptacle. Strain again through cheese cloth before placing on the product on which the liquid is to be used. This straining removes any sediment and grease that may remain and insures a nice clear jelly.

Rinds may be sweet pickled or mildly cured with dry salt, but if they are to be held it is preferable to freeze them. Some manufacturers are of the opinion that salted rinds have a tendency to make a cloudy jelly.

Smokehouse Temperatures

What is the correct smokehouse temperature for frankfurts and bologna? A Southern sausage maker writes as follows regarding this:

Editor The National Provisioner:

Please advise us the correct temperature for smokehouses when smoking Coney Islands, frankfurts and gut bologna, when the product is made of cured bull beef, S. P. pork trimmings and 5 lbs. cereal per hundred.

Perhaps the most desirable smokehouse temperatures for the sausages mentioned above are as follows:

Start the house at 110 degs. and run the temperature up to 155 degs. F. gradually until finished.

If much bull meat, either hot or cold, is used in the manufacture of the product care must be given to temperature as the casing will burst if the temperature is too high.

Smoking Bacon and Hams

Many inquiries have been received by THE NATIONAL PROVISIONER for smoking methods for cured meats. Full directions for soaking and smoking S. P. meats have been published in THE NATIONAL PROVISIONER, together with a summer smoking schedule for all products, giving hours in smoke and approximate shrinkage. A table of practice in wrapping meats also was given.

A reprint of this may be had by subscribers by filling out and sending in the following coupon, together with a 2c stamp:

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago.

Please send me reprint on smoking bacon and hams.

Name

Address

City

Enclosed find a 2c stamp.

Brands & Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

TRADE MARK APPLICATIONS.

Vette & Zunker Co., doing business as Delta Food Products Co., Chicago, Ill. For canned meats, including Vienna sausage, hamburger steak and onions, lunch tongue, cooked pork brains and corned beef hash. Trade mark: DELTA. Claims use since Aug. 30, 1928. Application serial No. 279,202.

DELTA

George W. Simmons Corp., New York, N. Y. For canned meats, including Vienna sausage, potted meat products, corned beef, corned beef hash, sliced dried beef, brains, tongue, and other food products. Trade mark: PLEE-ZING. Claims use since February, 1925. Application No. 268,317.

John F. Jelke Co., Chicago, Ill. For oleomargarine. Trade mark: DANISH DO-MIX. Claims use since March 1, 1929. Application serial No. 281,497.

Walter Hutwelker, Inc., Brooklyn, N. Y. For canned, corned and smoked meats. Trade mark: BEST OF ALL PORK PRODUCTS. Claims use since Nov. 15, 1927. Application serial No. 263,653.



LABELS.

Jacob E. Decker & Sons, Mason City, Ia. For canned ham. Label: DECKER'S SUGAR CURED GENUINE HICKORY SMOKED HAM. Published April 1, 1929. Registry No. 35,827.

Ferdinand Oscar Kraul, San Francisco, Calif. For meat preservative. Label: E. B. S. SALUTARIN PRESERVATIVE. Published April 1, 1929. Registry No. 35,839.

Texas Margarine Co., Dallas, Tex. For oleomargarine. Label: BUTONUT MARGARINE. Published March 14, 1929. Registry No. 35,845.

Financial Notes

News Notes and Practical Pointers
on the Money Side.

POSTUM EARNINGS INCREASE.

A net income of \$5,168,400 is reported by the Postum Company for the first quarter of 1929, against net earnings of \$3,910,000 in the same period of last year. Colby M. Chester, Jr., president of the corporation, is quoted as saying that the outlook for the company is bright and the current earnings indicate a net for the year of \$4.50 per share. The capital stock of this company consists of 6,000,000 shares of no par common stock, of which 5,072,000 shares are outstanding.

POSTUM NOW GENERAL FOODS.

Stockholders of Postum Company, Inc., have approved the recommendation of directors to change the name of the company to General Foods Corporation, as a title which indicates its extended field of operations in the food industry. It is expected that the change will become effective the latter part of July.

"Officials of Postum Company have chosen 'General Foods Corporation' as a title which is broad enough to include varied activities of this group of companies, whose products represent many phases of the food industry," said Colby M. Chester, Jr., president. "Since 1925 the company has expanded rapidly through the acquisition of non-competitive nationally advertised products. The former title emphasized the original Post products; the new name indicates the varied character of its products."

CONTINENTAL STOCK PLAN.

Directors of Continental Can Co., Inc., have approved the fifth offering of its common stock to employees on term payments since 1924 when the employee stock ownership plan was started. Stock holdings of employees at present represent about 10 per cent of the total outstanding common stock and have a market value approaching \$10,000,000. The new offering will be at \$60 a share and will comprise about 50,000 shares.

Including some 3,000 employees of eleven new companies acquired since the beginning of 1928, and for whom this current offering is primarily made, Continental Can Co. now has 10,231 employees in plants and offices throughout the United States who will be eligible to participate in the employee stock ownership offering.

Continental Can Co. was among the first industrial companies to inaugurate a plan whereby employees were enabled to purchase the common stock of the company and pay for it by wage and

salary deductions over a period of time. Its initial offering was made in February, 1924, when the company had about one-half of the present number of employees. On that offering, subscriptions to 20,511 shares were received from approximately 25 per cent of the employees.

Those who bought stock under this original plan at \$48.00 a share have since received two stock dividends, including a 100 per cent stock dividend paid last year and valuable rights on two other occasions, in addition to a liberal cash dividend return.

The purchaser of 100 shares at that time would now have about 266 shares worth approximately \$20,000, or almost treble its original cost. Employee stock ownership, according to the management, has created a keener interest in effecting economies and in improving efficiency in all departments throughout the company.

FINANCIAL NOTES.

A net income of \$439,595 is reported for the International Salt Co. and subsidiaries for the year ended December 31, 1928. This is after interest, taxes, depreciation and depletion and is equivalent to \$7.23 a share earned on 60,771 shares of stock. In 1927 the net earnings were \$327,020, or \$5.38 a share.

For the nine months ended May 31, 1929, the income of Wesson Oil and Snowdrift is reported as \$1,335,554, against \$1,955,538 in the same period of the preceding year. This income is after depreciation and taxes.

PACKER STOCK QUOTATIONS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on July 2, 1929, or nearest previous date, together with the number of shares dealt in during the week and the closing prices on June 26, or nearest previous day, were as follows:

	Sales, Wk. ended July 2.	High. July 2.	Low. July 2.	—Close— July 2.	June 26.
Allied Pack.	1,900	6 1/2	6 1/4	6 1/4	6 1/4
Amal. Leath.	600	6 1/2	6 1/4	6 1/4	6 1/4
Do Pfd.	100	55 1/4	55 1/4	55 1/4	56
Am. H.&L. Pfd.	100	34 1/4	34 1/4	34 1/4	36 1/4
Amer. Strs.	5,400	72 1/4	67	71 1/4	67
Armour A.	11,400	11 1/4	10 3/4	10 3/4	10 3/4
Do B.	16,200	11 1/4	10 3/4	10 3/4	10 3/4
Do Pfd.	400	72	72	72	72
Do Del Pfd.	200	87	87	87	88
Barnett Leath. . . . .	.....	.....	.....	.....	11 1/4
Beechnut Pack.	2,800	86	83 1/4	85 1/4	82 1/4
Chick. C. Oil.	1,300	38 1/4	38 1/4	38 1/4	38
Childs Co.	36,900	73	72 1/4	72 1/4	70 1/4
Cudahy Pack.	1,100	52 1/4	52	52 1/4	51 1/4
First N. Strs.	8,500	68 1/4	68	68	67 1/4
Gobel Co.	10,200	46 1/4	46 1/4	46 1/4	49 1/4
Gt. A. & P. Pfd.	310	116 1/4	116 1/4	116 1/4	117 1/4
Hornel, G. A.	1,150	55	54	54	50
Hygrade Food.	600	34 1/4	34 1/4	34 1/4	34 1/4
Kroger G. & B.	14,400	84 1/4	83	84	83 1/4
Libby McNeill.	4,700	13 1/4	12 1/4	12 1/4	12 1/4
MacMarr Strs.	400	40 1/4	40 1/4	40 1/4	40 1/4
Mayer, Oscar.	300	15	12	.....	.....
Do 1st Pfd.	50	106	104	.....	.....
Do 2d Pfd.	100	108	106	.....	.....
Miller & H. Pfd.	900	45 1/4	43	45 1/4	45
Morrell, John.	3,500	79 1/4	77 1/4	78	75
Natl. Leather.	1,300	3	3	3	3 1/4
Natl. Tea	5,900	69 1/4	69 1/4	69 1/4	69 1/4
Postum Co.	47,900	74 1/4	74	74 1/4	73 1/4
Rath Pack.	1,750	32 1/4	32	32 1/4	32 1/4
Safeway Strs.	3,900	163 1/4	162 1/4	162 1/4	163
Do 6 1/2 Pfd.	80	95	95	95	94 1/4
Do 7 1/2 Pfd.	130	102 1/4	102 1/4	102 1/4	103 1/4
Strauss, Nathan	2,650	127 1/4	125 1/4	125 1/4	126
Do Intl.	7,850	36 1/4	34 1/4	36	34 1/4
Tranz Pork	400	44 1/4	44 1/4	44 1/4	44 1/4
U. S. Leather.	2,200	23 1/4	23	23 1/4	24
Do A.	8,700	42 1/4	40 1/4	42 1/4	40 1/4
Do Fr. Pfd.	600	93 1/4	93 1/4	93 1/4	94 1/4
Wesson Oil	10,900	34 1/4	33 1/4	33 1/4	36 1/4
Do Pfd.	2,500	60 1/4	60	60	62 1/4
Wilson & Co.	300	7 1/4	7 1/4	7 1/4	8
Do A.	400	17 1/4	17 1/4	17 1/4	17 1/4
Do Pfd.	400	61	61	61	60 1/4

Packers' Traffic Problems

Comment and advice on transportation and rate matters of the meat and allied industries. For further information, write The National Provisioner, Old Colony Bldg., Chicago, Ill.

Excess Livestock Rates

What can a packer do regarding overcharges on livestock shipping rates and unwarranted feed bills? One packer writes regarding this as follows:

Editor The National Provisioner:

We are so located that we can be served by only one railroad, and we are having a great deal of trouble with bills coming to us with wrong rates. When we protest regarding these, the carrier wants us to pay the bills and put in a claim.

We have done this before, but just as soon as we pay them we cannot collect the claims.

We also have feeding charges that should be paid by the carrier, as the stock must be fed because of long delays on the road. We used to pay these charges and try and collect afterward, but without success.

If we hold these bills out, they threaten to keep our livestock back and not put it on our siding.

In the case of wrong rates, it may be stated that the carrier is obliged to collect the lawful charge and the shipper is obliged to pay it. It is unlawful for the shipper to pay less than the lawful charge, and it is equally unlawful for the carrier to collect more or less than the lawful charge.

Excess feeding charges differ in that they represent damages due to the carrier's neglect or delay. This packer should refuse to pay these feeding charges on the grounds that the shipment was fed for the account of the carrier.

If he has difficulty in this, his next move is to let them impound his stock. Undoubtedly the carrier is just as anxious to get rid of the stock as the packer is to get it, possibly even a little more so. Should the carrier tie up the stock, the packer could replevin it in 30 minutes.

Packers who are not collecting their just due from the railroads on claims for livestock injured or killed in transit, losses due to shrinkage, etc., are invited to write THE NATIONAL PROVISIONER, stating the facts in full.

Copies of the complete series of articles on "Livestock Shipping Losses" may be secured from THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

DROP 10c HOG PREMIUM.

Effective July 1, Armour and Company and the Dold Packing Company plants at Omaha and other points ceased to pay the 10c premium on tattooed hogs from accredited counties and areas. At the same time announcement was made that the Cudahy Packing Company would cease to pay this premium beginning July 15.

One of the important reasons for this move has been the difficulty in reading the tattoo marks in a large percentage of cases. The packers who are withdrawing make it plain, however, that the tuberculosis eradication work will have their support along general lines.

A Page for the Packer Salesman

Getting the Price

Is Largely a Matter of Good Salesmanship

Who puts the prices on meats and meat products?

The packer should do this, and the salesman should stick to it!

The packer knows what the product costs him to manufacture, and at what prices he must sell to pay this cost and yield a profit. The salesman should not "listen to the birdies" and then expect his boss to cut the price.

In altogether too many cases, however, a salesman will permit a customer to dictate prices, or will persuade his superior into price reductions by reporting competition created in the imagination of those to whom he sells.

There is something radically wrong with the packinghouse sales organization that cannot get the price—providing that price is fair to the retailer and to the plant.

A packinghouse executive, in charge of car route sales for one of the larger plants in the Central West, thinks many markets are made because of poor salesmanship.

Poor Sales Make the Market.

He says:

Editor THE NATIONAL PROVISIONER:

We are interested very much in the articles on the salesmen's page of THE NATIONAL PROVISIONER, and find much of value in them.

There is one subject, however, that I have not noticed discussed there, and which it appears to me is of considerable interest and might properly be brought to the attention of salesmen.

It seems to me that the immediate conclusion of the average salesman, when he fails to get an order from a customer, is that his prices are out of line.

This may or may not be the case. A retailer may refuse to give an order for any one of a number of good causes. It may be that his stock is complete; that he does not like the salesman and would rather do business with another; that another brand is put up better and makes a more attractive appearance in his showcase; that services or terms of another plant are better.

The salesman should realize that his principal task is to make a profit for his house. The better price he gets for the products on his list, the more valuable he is to his employers.

His task is to move tonnage, of course, but he accomplishes nothing

when he sells at a loss or, at best, little if any profit.

And in this connection I wonder if sales managers and salesmen are noticing a changing attitude on the part of retailers. There is less tendency on the part of dealers, it seems to me, to argue for lower prices and to adopt questionable means of obtaining them.

There seems to be a growing realization that the packer who asks his price and sticks to it is the more dependable one with which to deal.

The point I want to make is that, insofar as price cutting is concerned, the salesman can do much to better conditions—if he will. Finding out why a retailer refuses to give an order and analyzing motives behind the resistance he builds up will enable the salesman to be more effective and more valuable to his firm.



RESULTS—NOT EXCUSES.

By T. B. Bradley.

Remember the good old days when Mother and Dad wrote excuses for us, which we proudly exhibited to our teacher after being late or absent from school?

That was really bad training for our youthful minds, for it taught us the cheapening of this business of excuse making.

What is more plentiful than excuses? And, likewise, what is cheaper?

How easy it is to formulate an alibi on short notice. We can think of no worse handicap to a person who expects to be successful than to be suffering from an "alibi complex."

When once the habit is formed it is difficult to correct; we think of excuses for every failure—petty and otherwise; our minds react negatively to every situation. When approaching a problem, we start thinking of an excuse for our possible failure, rather than a real reason for anticipating success.

The business world wants and demands results—not excuses. We, as salesmen, must produce those results to gain recognition. Our employer is not interested in excuses, but is vitally concerned with results.

This is the first of a series of "One Minute Sales Talks" which will appear weekly on this page.

Tips for Your Trade

USING TIME EFFICIENTLY.

How the proprietor of a retail meat store spends his time is probably more important than he realizes.

If most of his time goes on inconsequential matters it may be expected that the results he will secure will be less important than when he delegates unimportant tasks to subordinates, and spends most of his time on the things that really count.

In one small store, for example, it was found that one retailer's time was spent chiefly in general supervision and selling. In addition he does all of the buying.

It was ascertained by a time study that, of his total time spent in the store, 37.8 per cent was devoted to serving customers, 34.9 per cent to packing for delivery and 11.1 per cent to stock supervision, leaving 16.2 per cent to be distributed among routine and selective buying, phone orders, cleaning, accounts and paying.

Time is a commodity that can be used either efficiently or inefficiently.

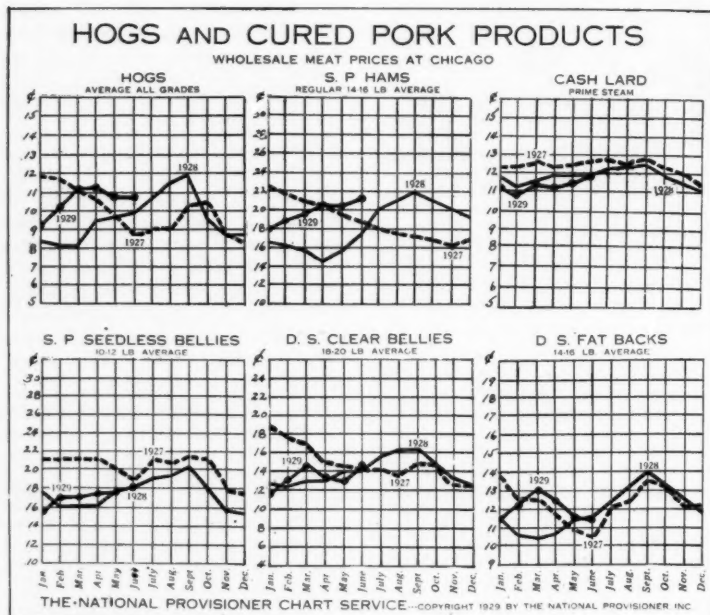
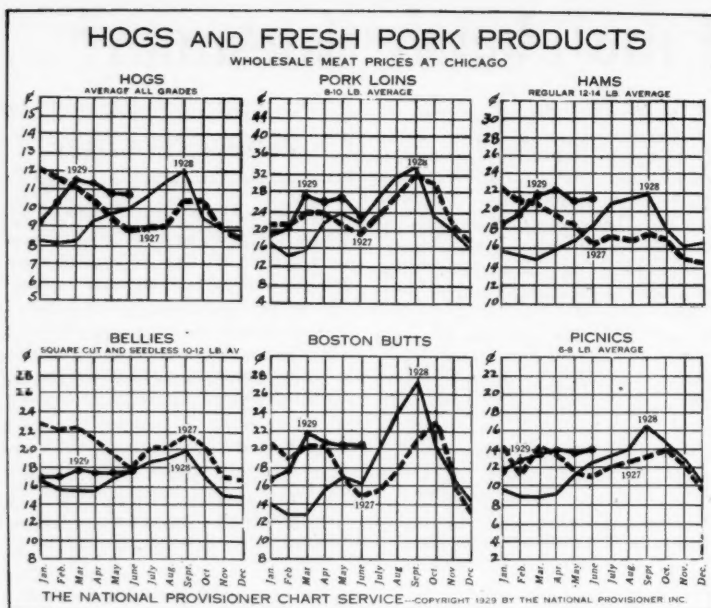
Many retail meat dealers do not know how they are spending their time because they never have made the effort to find out. A record each day of the manner in which a dealer spends his time would give him some interesting and valuable information on which to base action for getting more out of his efforts.

One packer salesman recently told how he had aided one of his customers to get better results by showing him how he could use his time to building up good-will and business, and turning over to employees the things he had been doing and which they could do as well as himself.

A TEST OF QUALITY PRODUCT.

Do your customers know how good your products are? The best way to convince a retailer that you have superior goods is to induce him to try them on his own table. When he learns they are first-class, he will not hesitate to recommend them to housewives and to push their sale.

Do you want to help your retail customers improve their bookkeeping methods? Write THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.



These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show the trend of prices of fresh and cured pork products and live hogs at Chicago during the first six months of 1929, compared with those of the three years previous.

Both green and cured hams were about the strongest items on the product lists during June, and there have been indications at times that strength in a few items has encouraged packers to the extent of their losing sight of the rather unsatisfactory condition of other important products.

Fresh Pork Cuts.

Pork Loins.—Loins experienced a sharp break during the month, in spite

of the fact that hog runs were not heavy. The situation in the East on fresh loins has been weak, and the weather at many points hot. As a result Chicago, being the highest market, attracted liberal shipments from the West, many of which ordinarily go East. This had a depressing effect on the moderate supply of fresh city trim loins. On the extreme low prices there was fairly good buying of both fresh and frozen loins in straight cars, which took the slack out of the market and caused a price reaction at the end of the month.

Hams.—Hams have ruled strong on moderate supplies and a good outlet through domestic channels and the Liverpool market. The extremely light averages have been given additional strength by the limited marketing of light hogs, the runs consisting principally of the medium and heavy weights. However, the price of heavy hams has held quite well. The marked improvement in the market on cured stocks has encouraged packers to put down a few more green hams, rather than sell them as such and this has been a further strengthening influence on the market for the green product.

Bellies.—The position of green bellies is somewhat stronger, the turn coming about the middle of June. Reports are general of a broad trade in sliced and slab smoked bacon which has been instrumental in reducing the supplies of bellies and has brought in some speculative buying. The market is particularly strong on the 6/8 and 8/10 averages, while the 12/14 and heavier are comparatively quiet. Again this condition is the result, in part, of the small supply of light, well-finished hogs. Also the demand for sliced bacon from the lighter weight bellies is stronger than for that from the heavier bacon, and this has had a bearish influence on the 12/14 and heavier averages, and a strengthening influence on the lighter averages.

Boston Butts.—Butts have ruled generally strong. There has been only a moderate degree of similarity between this product and fresh pork loins during the month just ended. The good demand for Boston butts was stimulated by the broad outlet for boneless butts.

Picnics.—With a fair upturn in the market for pickled picnics, particularly in the buying for July shipment, the market for the green product was strong. But when this demand was satisfied dullness was evident. This dullness is believed to be only temporary, because of the very urgent demand for green picnics and a general scarcity of offerings.

Cured Pork Products.

S. P. Hams.—A broad domestic trade developed through June on light and medium S. P. regulars, as well as a fair demand from the United Kingdom for similar averages. Prices advanced and the market shows a strong undertone, which has had a stimulating effect on the heavy averages for boiling purposes.

S. P. Seedless Bellies.—There has been a very limited trade in the open market on S. P. bellies, the bulk of the stocks being well absorbed through smokehouse channels. There has, however, been a fair demand for dry cure bellies.

D. S. Bellies.—This product registered a sharp advance during June on support from packers and cash houses, the bulk of the trade apparently being between packers, as storage stocks on the first of the month show little decline. Inquiries from the South have been fully up to those of a year ago and possibly better. However, the season there is slow and conditions generally have been none too good. Large volume of D. S. bellies has moved through regular branch house channels.

D. S. Fat Backs.—The export outlet

Provision and Lard Markets

WEEKLY REVIEW

Provision Market Steady—Hog Prices Firm—Exports Situation Better—Feedstuffs Prospects Not so Good—Estimates Place Pig Crop Smaller.

Features of the provision situation the past week have been the strength of the hog market, a moderate movement of hogs and a general steadiness of product. The supply of hogs seems to be fairly liberal for the current demand, but there is no surplus, and the price is held firmly at about the high level recently seen. This situation makes for a general feeling of steadiness.

The figures of the export movement for practically six months of the year show that the exports of lard continue to maintain the increasing tendency recently seen, with the total, up to June 2, 9,000,000 lbs. over last year.

The exports of bacon have increased 3,000,000 lbs., while the exports of hams are almost identical with a year ago. There have been an increase of 5,000,000 lbs. in the exports of pork due to an increase in the movement mainly to countries other than Europe.

The report of U. S. Department of Agriculture on the slaughter of cattle and hogs and of production of products for the four months ended with April, shows an increase in the average weight of dressed cattle from 512.18 lbs. last year to 531.06 pounds this year; an increase in weight of calves of 12.47 lbs., and an increase of only .13 lbs. in hogs.

Hog Weights Decrease.

The increase in the production of beef was 17,000,000 lbs., while the production of hog products decreased 393,000,000 lbs., due to a decreased slaughter of 2,223,000 hogs in inspected plants, compared with the 3-year average of inspected slaughter.

The total hogs slaughtered was 17,621,901 against the average of 16,479,524 during the past three-year period.

For this product has been unsatisfactory, owing to the requirement on the part of some buyers that backs be given a long freeze before exporting to certain points. There has been a little demand for backs of strictly export quality at the market, but anything that failed to measure up could not be sold at the list. This product is being offered freely at the market, with buyers showing little interest.

Lard and Hogs.

While the lard curve shows a slightly upward trend, there has been little real gain in lard. The market has been steady for the light volume of business done domestically, but less activity is reported from Continental ports. Foreign buyers purchased on a large scale previous to June and stocks during the month showed considerable increase.

Hog prices have held fairly steady, with some tendency toward an average decline. Hog receipts during June were relatively light, and for the first six months of the year were considerably under those of the same period of 1928.

524 during the past three-year period.

There was, however, a decrease in the dressed weight, compared with the five-year period, of 5 lbs., which may have been a reflection of the feeding situation.

The average weight last week of hogs slaughtered at Chicago was 248 lbs., against 247 lbs. the previous week and 233 lbs. last year.

The private reports of the promise of feed crops attracted a good deal of interest. It is evident from these reports that the crops of corn, oats and barley taken together will be quite a little under last year, and even corn promises somewhat under a year ago.

This condition will mean a distinct lessening in the available feed supply of grain on the farm. This is undoubtedly a distinct advantage in view of the promise of an important decrease in the pig crop.

PORK—The market was steady at New York, with mess quoted at \$31.50; family, \$36.00; fat backs, \$28.50@31.00.

LARD—Prime western at New York was quoted at \$12.30@12.45; middle western, \$12.25@12.35; city, 11¢@11½¢; refined continent, 12½¢; South American, 13½¢; Brazil kegs, 14½¢; compound, car lots, 11½¢; smaller lots, 11½¢.

At Chicago, regular lard in round lots was quoted at about the July price; loose lard, 80¢ under July; leaf lard \$1.10 under July.

BEEF—At New York, mess was quoted at \$26.00; packet, \$25.00@27.00; family, \$28.00@29.00; extra India mess, \$42.00@45.00; No. 1 canned corned beef, \$3.10; No. 2 South America, \$16.75; pickled tongues, \$75.00@80.00 per barrel.

See page 41 for later markets.

CASINGS IMPORTS FOR MAY.

A preliminary report on imports of sausage casings into the United States during May, 1929, as compiled by the Meats, Fats and Oils Section, Foodstuffs Division, U. S. Bureau of Foreign and Domestic Commerce, is as follows:

	May, 1929.	
	Sheep, lamb & goat casings.	Other casings.
Germany	9,092	263,508
Soviet Russia	152,243	.....
Canada	10,972	139,092
Argentina	59,398	445,345
Chile	19,474	89,901
China	71,351	.....
Iraq	41,750	8,292
Syria	14,382	.....
Australia	101,177	47,766
New Zealand	156,087	37,699
Netherlands .....	.....	20,733
Brazil .....	.....	51,414
Uruguay .....	.....	42,770
Other Countries	46,153	145,309
Total	682,079	1,291,829

The complete monthly report on casings imports and exports will appear in a later issue of THE NATIONAL PROVISIONER.

Stocks at 7 Markets

Practically all cured meats in storage on June 30 showed a decline from those of May 31, and a substantial decline from the stocks on hand June 30, 1928.

The only exception was in S. P. bellies, which showed an increase of some 2,000,000 lbs. over the stocks of May 1, but a decline of practically 4,000,000 lbs. from the stocks of June 1, 1928.

Stocks of S. P. skinned hams were slightly higher than those of a year ago.

Lard stocks showed considerable gain during the month, but are well under those of last year.

There is some evidence that consumptive demand has been somewhat above the average; as slaughters, while under those of a year ago, are higher than the average of the last four years. Receipts of hogs at the 11 principal markets during the first six months of the year, at 14,738,000 head, compare with 17,051,000 head in the same period of 1928, 14,416,000 in 1927 and only 13,885,000 in 1926.

This year pork products have had the advantage of competing with higher costing beef and lamb, and have thus found a reasonably good outlet, even if price was not always at satisfactory levels.

Stocks are large, but will be found to be in only fair supply if the summer hog runs are light. Should this expectation be realized, and the winter run confirm the decrease predicted by the U. S. Department of Agriculture in the June pig survey, stocks should be in a strong position.

Stocks of provisions at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on June 30, 1929, with comparisons, as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	June 30, 1929.	May 31, 1929.	June 30, 1928.
Total	Lbs.	Lbs.	Lbs.
S. P. meats	208,485,688	214,763,403	226,505,072
Total			
D. S. meats	81,570,846	82,618,995	88,905,328
Total all meats	313,278,606	321,213,008	338,731,644
P. S. lard	108,961,292	96,209,582	136,988,302
Other lard	24,398,836	20,548,919	25,799,955
Total lard	133,360,122	119,758,501	162,778,137
S. P. regular hams	63,078,607	68,176,490	85,680,786
S. P. sknd. hams	52,132,171	55,170,106	51,351,490
S. P. bellies	64,591,272	62,731,248	68,395,295
S. P. picnics	28,047,083	28,085,227	20,632,131
D. S. bellies	61,369,923	62,758,957	65,050,710
D. S. fat backs	16,776,272	17,382,584	18,137,394

PACKERS' PROVISION STOCKS.

Provision stocks as of June 29, 1929, as reported to the Institute of American Meat Packers by 84 companies (including 22 of the 25 largest com-

panies, the total representing about 75 per cent of the industry) are summarized as follows:

Total Stocks of Pork Products.

Total stocks of pork—cured, curing, and frozen for cure, including lard—were 1.6 per cent less than two weeks before, and 9.5 per cent less than a year ago. Total stocks, excluding lard, were 2.8 per cent less than two weeks before, and 9.9 per cent less than a year ago.

The decrease in total stocks was about the same as for first half of June. Pickled and frozen stocks are down 3 to 5 per cent more; dry salt stocks are up slightly; lard stocks are up another 5 per cent.

Decreases compared with year ago are even more marked than at middle of June. Total dry salt stocks now 9 per cent below last year; sweet pickle stocks 8½ per cent below last year; frozen-for-cure stocks 14 per cent below last year; lard stocks, in spite of June increase, 7½ per cent below last year.

Changes in Individual Items.

Stocks of dry salt bellies and fat backs have remained about steady in last two weeks; much lower than last year. Miscellaneous dry salt cuts increased and are above last year.

Sweet pickled ham stocks are lower; other pickled cuts steady. Hams much below last year; picnics above last year. Stocks of frozen meats have continued to decrease, bellies slightly, other cuts substantially.

Combined stocks of sweet pickled and frozen meats show declines in all cuts during past two weeks. Hams declined most; bellies least. Stocks of hams and bellies (cured and frozen combined) still much below last year; picnics and miscellaneous cuts still above last year.

Lard figures may not be representative, due to omission of non-packer stocks. Lard reported to Institute more now than at June 1; less now than year ago.

Livestock Slaughter.

Federally-inspected hog slaughter at 9 principal markets for the first four weeks of June, 1929, was 1,844,000 head, compared to first four weeks of June, 1928, 1,949,000 head. If this is in typical relationship, total federally-inspected hog slaughter for the month was: June, 1929, estimated, 3,950,000 head; June, 1928, actual, 4,078,000 head. June, 1929, shows decrease of

3 per cent from last year; increase of 2 per cent over 4-year average.

Total federally-inspected hog slaughter for the hog year to date (November to June inclusive) was: 1928-1929, partly estimated 35,600,000 head; 1927-1928, actual, 36,400,000 head. Current hog year to date shows decrease of 2 per cent from last year; increase of 8 per cent over 4-year average.

General Comment.

Reports to the Institute on provision stocks at the end of June indicate a probable decrease in total stocks of pork products during the month of something over 40,000,000 lbs. for the country as a whole. This is a very substantial decline, in view of the fact that total hog slaughter was apparently close to 4,000,000 head—almost as large as last year's slaughter and above average for the past four years. There appears to be a strong consumptive demand for pork products. In both 1926 and 1927 stocks increased during June and the decreases for 1925 and 1928 were small.

The change during the month places total stocks about on a parity with what they were at this time in 1927, about 10 per cent below what they were at this time last year, and still considerably above what they were at the end of June in 1925 and 1926. Further reductions are needed to bring stocks down to normal levels at the end of the packinghouse year.

Provision stocks at the end of June, as reported to the Institute of American Meat Packers, were as follows:

(000 omitted).

	June 20, 1929.	June 15, 1929, (Revised)	June 30, 1928
Dry Salt Meats:			
Bellies	70,527	70,668	81,548
Fat backs	23,401	23,820	25,830
All other D. S. cuts	27,169	25,223	25,308
Total D. S. meats	121,097	119,711	132,686
S. P. and Dry Cured Meats (cured and in cure):			
Regular hams	101,968	104,865	134,775
Skinned hams	94,571	101,781	95,850
Picnics	37,599	37,398	34,095
Bellies	61,223	61,461	59,326
All other S. P. and D. C. cuts	20,065	19,686	19,869
Total S. P. and D. C. meats	315,491	325,191	344,425
Green Frozen Meats (for cure):			
Regular hams	8,407	10,630	12,165
Skinned hams	4,430	5,408	5,327
Picnics	9,070	10,639	8,625
Bellies	109,906	111,420	135,617
All other pork frozen for cure (not incl. pork loins, etc.)	10,964	12,841	8,882
Total frozen meats	142,783	150,938	165,616
Total all meat cuts	579,371	595,840	642,727
Lard	108,583	103,638	117,263
Grand total, incl. lard	687,954	699,378	759,990

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended June 29, 1929, are reported as follows:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.				
	—Week ended—			Jan. 1,
	June 29,	June 30,	June 22,	'29, to June 29,
	1929.	1928.	1929.	1929.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,801	2,114	2,615	64,582
To Belgium	5	5	61	506
United Kingdom	1,963	2,006	2,445	52,446
Other Europe	7	62	28	642
Cuba	181	41	81	3,701
Other countries	181	41	81	7,085
BACON, INCLUDING CUMBERLAND.				
	June 29,	June 30,	June 22,	Jan. 1,
	1929.	1928.	1929.	'29, to June 29,
	M lbs.	M lbs.	M lbs.	M lbs.
Total	8,809	2,022	2,437	74,629
To Germany	850	131	335	5,436
United Kingdom	2,364	1,464	1,714	33,859
Other Europe	703	383	337	24,939
Cuba	105	14	6	6,359
Other countries	87	20	145	4,036
LARD.				
	June 29,	June 30,	June 22,	Jan. 1,
	1929.	1928.	1929.	'29, to June 29,
	M lbs.	M lbs.	M lbs.	M lbs.
Total	15,318	10,393	13,270	402,657
To Germany	6,176	2,021	2,962	108,718
Netherlands	859	188	967	20,020
United Kingdom	4,415	5,438	6,816	123,359
Other Europe	740	900	654	46,086
Cuba	1,449	936	1,289	36,275
Other countries	1,679	910	582	65,199
PICKLED PORK.				
	June 29,	June 30,	June 22,	Jan. 1,
	1929.	1928.	1929.	'29, to June 29,
	M lbs.	M lbs.	M lbs.	M lbs.
Total	262	298	426	19,847
To United Kingdom	21	69	37	3,512
Other Europe	13	6	2	1,485
Canada	139	126	305	4,365
Other countries	89	97	82	10,485

TOTAL EXPORTS BY PORTS.

	Hams and shoulders,	Bacon,	Lard,	Pickled pork,
	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,801	3,800	15,318	262
Boston	1	1	76	1
Detroit	1,084	775	1,080	40
Port Huron	699	459	1,237	120
Key West	3	3	932	...
New Orleans	45	109	2,196	88
New York	2,466	9,191	13	13

DESTINATION OF EXPORTS.

	Hams and shoulders,	Bacon,	Lard,
	M lbs.	M lbs.	M lbs.
Exported to:			
United Kingdom	1,963	2,364	2,364
Liverpool	744	1,707	1,707
London	507	198	198
Manchester	73	...	...
Glasgow	220	...	...
Other United Kingdom	109	435	435
Exported to:			
Germany	6,176	...	...
Hamburg	6,176	...	...
Other Germany .....	...	...	...

LESS CANNED MEAT EXPORTED.

Exports of canned meats in May, 1929, were about 5 per cent less than in May, 1928, according to the following report by the U. S. Department of Commerce:

	—May—	5 mos. ended May
	1929.	1928.
Total canned meats:		
Lbs.	1,683,760	1,706,803
Value ...	\$505,974	\$640,129
Canned beef:		
Lbs.	138,416	131,533
Value ...	\$43,391	\$46,869
Canned sausage:		
Lbs.	236,774	174,025
Value ...	\$84,004	\$53,359

LIVERPOOL PROVISION STOCKS.

Stocks of provisions on hand at Liverpool on July 1, 1929, with comparisons, as estimated by the Liverpool Provision Trade Association, were as follows:

	July 1, 1929.	June 1, 1929.	July 1, 1928.
Bacon, lbs.	5,280,852	4,878,280	3,412,416
Hams, lbs.	1,889,216	2,449,104	1,506,400
Shoulders, lbs.	426,048	263,312	40,096
Lard, tierces	732	700	567
Lard, refined, tons.	5,296	5,329	3,917

Heat CONTROL

Powers Thermostatic Regulators

are accurate and dependable. There is one for every process in the packing industry. Write us about any temperature problem troubling you and we will send bulletin describing the type of regulator that will give you the best results.

37 Years of Specialization in Temperature Control

2725 Greenview Ave., Chicago. Also 35 other cities.

The POWERS REGULATOR CO.

Tallow and Grease Markets

WEEKLY REVIEW

S.
prin-
ing
e re-
NG

Jan. 1,
20, 10
June
29,
1929.
M lbs.
64,582
506
52,446
842
3,701
7,065

TALLOW—A better tone featured market for tallow in New York and fair business passed in extra at 7½c f.o.b., while rumors were current of sales at better prices. Consumers are showing interest on the basis of 7½c, but offerings are limited and more firmly held. Larger producers are asking 7½@7¾c f.o.b.

There was little in the news, but indications were that the recent downward movement had not only discounted the situation, but that weakly held supplies had gone into strong hands. The development of a fair export business had some effect.

At New York, fancy was quoted at 8c; special, 6½@7c; extra, 7½@7¾c f.o.b.; edible, 8½@8¾c.

At Chicago the market was steadier. Edible was quoted 8½c; fancy, 7½@8c; prime packer, 7½c; No. 1, 7@7½c; No. 2, 6½c.

At the London auction, 1,103 casks were offered and 133 sold at 1s lower to 6d higher prices. Mutton was quoted at 39s@41s 6d; beef, 38s 6d@42s; good mixed, 36s@39s. At Liverpool, Australian tallow was unchanged to 6d higher. Fine was quoted at 41s; good mixed, 39s 6d.

STEARINE—While demand was quiet, the market ruled rather firm, with oleo, New York, quoted 9½c. At Chicago the market quit steady. Oleo was quoted at 9½c.

OLEO OIL—The market was barely steady at New York. Extra was quoted at 10½@10¾c; medium, 9½@10c; lower grades, 9½c.

At Chicago extra was steady at 10½c.

See page 41 for later markets.

LARD OIL—The market is quiet and steady at New York. Edible is quoted at 15c; extra winter, 13c; extra, 12½c; extra No. 1, 12c; No. 1, 11½c; No. 2, 11½c.

NEATSFOT OIL—A better tone has developed. Pure, New York, is quoted at 13½c; extra, 12½c; No. 1, 12c; cold test, 18½c.

GREASES—The situation in the grease market has proved rather quiet. Some routine business passed and the tone in general was firmer. The betterment in tallow was helpful, but the feature was a tendency on the part of the larger producers to hold for better prices.

Consumers were reluctant to pay up for supplies, and as result buyers and sellers appeared to be apart, although the situation as a whole appeared somewhat better.

At New York, superior house was quoted at 7½c delivered; choice yellow house, 6½@6¾c; A. white, 7c; B. white, 6½c; choice white, 8½@8¾c.

At Chicago, there was a slightly better demand. Bids of 7½c loose, f.o.b. Chicago, for choice white grease were turned down.

At Chicago, brown was quoted at 6½c; yellow, 6½@6¾c; B. white, 7c; A. white, 7½c; choice white, 7½@7¾c.

By-Products Markets

Chicago, July 3, 1929.

Blood.

Little trading in blood the past week, with ground and unground nominally \$4.35 to \$4.50 per unit ammonia.

	Unit Ammonia.
Ground and unground.....	\$4.35@4.50

Digester Hog Tankage Materials.

Trading in digester tankage materials slow the past week, although some product moved at \$4.60 to \$4.75, Chicago. Extra quality high grade reported sold at \$5.00. Special feeding steam bone meal in good demand at \$42.00 to \$45.00 per ton, Chicago.

	Unit Ammonia.
Ground, 11½@12% ammonia.....	\$ 4.50@ 4.60 & 10
Unground, 11½ to 12% ammonia.....	4.35@ 4.60 & 10
Ground, 6 to 8% ammonia.....	4.35@ 4.60 & 10
Unground, 6 to 8% ammonia.....	4.15@ 4.40 & 10
Liquid stick.....	3.75@ 4.00
Steam bone meal, special feeding.....	42.00@45.00

Fertilizer Materials.

No change in market for fertilizer materials from previous inactivity reported. No trading of any size. Market firm at \$3.75 & 10c.

	Unit Ammonia.
High grd. ground, 10@11% am..	@ 3.75 & 10
Low grd., and ungr., 6-9% am..	@ 3.50 & 10
Hoof meal.....	3.50@ 3.75
Bone tankage, low grd., per ton.....	24.00@25.00

Bone Meals (Fertilizer Grades).

Market for bone meals appears to be picking up, the movement in the past week being much better. Buyers showing more interest, but prices as yet unchanged.

	Per Ton.
Raw bone meal.....	\$50.00@55.00
Steam, ground, 3 & 50.....	31.00@32.00
Steam, unground, 3 & 50.....	29.00@31.00

Cracklings.

Demand for cracklings was fairly quiet the past week, prices quoted unchanged from 90c to \$1.05 per unit protein content. Some South American moving to Pacific Coast at \$1.05 to \$1.10.

	Per Ton.
Hard pressed and exp. unground, per unit protein.....	\$.90@ 1.05
Soft prod. per lb., ac. grease & quality.....	70.00@80.00
Soft prod. beef, ac. grease & quality.....	60.00@65.00

Horns, Bones and Hoofs.

	Per Ton.
Horns, according to grade.....	\$75.00@150.00
Mfg. shin bones.....	58.00@130.00
Cattle hoofs.....	45.00@ 47.00
Junk bones.....	27.00@ 28.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

Market for animal hair is rather nominal, with trading fair, having firmed up slightly from last week. Processed grey, summer, nominally 4c to 5c. Black summer sold recently at

6½c, winter at 7½c. Coil and field dried weak at 2c to 2½c, nominal.

Coil and field dried.....	2 @ 2½c
Processed grey, summer, per lb.....	4 @ 5c
Processed grey, winter, per lb.....	6 @ 6½c
Cattle switches, each.....	4½ @ 5½c

*According to count.

Gelatine and Glue Stocks.

A little trading reported in gelatine and glue stocks, prices unchanged. Stocks apparently not over-plentiful. Hide trimmings reported sold at \$33.00, carlot basis.

	Per Ton.
Kip and calf stock.....	\$38.00@42.00
Hide trimmings.....	30.00@33.00
Horn piths.....	42.00@43.00
Cattle jaws, skulls and knuckles.....	42.00@42.50
Sinews, pizzles.....	31.00@35.00
Pig skin scraps and trim., per lb.....	@ 5c

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, July 1, 1929.—Ground dried blood sold at \$3.75 per unit, f.o.b. New York. The stocks are light and the offerings are limited. South American, for July shipment from South America, is offered at \$4.50 per unit, c.i.f., with bids being asked for.

There has been practically no trading in ground and unground tankage around New York because stocks are well cleaned up.

The new sulphate of ammonia prices were announced for deliveries July forward over the coming season, and are from \$2.00 to \$3.00 per ton under last year's price.

Foreign herring guano is being held at \$4.50 and 10c, and foreign, whale guano at \$4.75 and 10c, c.i.f. Atlantic and Gulf ports, which prices are a little too high to interest the buyers at the moment.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, July 2, 1929.—Extra tallow, f.o.b. seller's plant, 7½c lb.; Manila coconut oil, tanks, New York, 7c lb.; Manila coconut oil, tanks, coast, 6½c lb.; Cochon coconut oil, barrels, New York, 8½@9c.

P. S. Y. cottonseed oil, barrels, New York, 10½@10¾c lb.; crude corn oil, barrels, New York, 9½@10c lb.; olive oil foots, barrels, New York, 9½@9¾c lb.; 5 per cent yellow olive oil, barrels, New York, \$1.10@1.15 gal.

Crude soya bean oil, barrels, New York, 11½@11¾c lb.; palm kernel oil, barrels, New York, 8½@9c lb.; red oil, barrels, New York, 10½@11c lb.; Nigre palm oil, casks, New York, 7½@7¾c lb.; Lagos palm oil, casks, New York, 8½@8¾c lb.; glycerine, soap, lye, 7@7½c lb.; glycerine, C. P., 14½@15c lb.; glycerine, dynamite, 10½c lb.

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

Crude Oil or Refined Oil? Should Cotton Oil Mills Be Con- tent with Producing Crude?

By John P. Harris.

It is the inalienable right of every industry to improve to the utmost every product which it manufactures, and it should be a matter of pride to do so.

Naturally, where a crude material is produced subject to several stages of processing before going to the consumer, the initial producer has a choice as to whether it shall be more profitable for him to market his product in the crude state or whether he shall market it in any stage of refinement.

This is the question which I shall put up to you, without making any recommendation myself because you can judge far better than I can whether there is a higher net return to you in marketing your oil as crude or as summer yellow or white, deodorized or as shortening.

Produce Best Possible Product.

But what I do insist upon is this: Regardless of whether you market your oil crude or refined, you owe it to yourself to produce the best crude, or refined oil that can possibly be made.

Let's get this straight now. I come before you as an expert on oils, but I know absolutely nothing about oil milling. Everyone of you can tell me more about how to produce good crude oil than I will ever know, so I am going to assume that your crude oil is the best that can be produced and I am going to suggest to you the best methods of handling that crude oil after it is produced.

Let's try self analysis—it is valuable to any business. Ask yourselves these questions: Are we getting the most out of our crude oil the way we are handling it?

Is it not true that we operate over a short seasonal period and are forced to market our crude oil immediately after crushing because it contains, in addition to settlings, colloidal impurities which would make it substantially depreciate if held over any

considerable period of time?

Many Reasons for Refining Oil.

And isn't it true that over any given term of years the price of crude and refined oil has been low during this extreme production period and high at other times? Doesn't that place us largely in the hands of the refiner?

Wouldn't it be vastly to our advantage to produce a P. S. Y. B. oil which would actually mellow and improve with age instead of depreciating, and could be held indefinitely if desired so that it could be marketed at the time of year when the price is most advantageous?

Isn't it true that such an oil, freshly refined and with all its natural sweetness, would be much better than the same oil when held in settling tanks, transported to a refinery in a tank car and subsequently rehandled many times there? Wouldn't this be "premium" oil, better than the refiner now produces from our oil?

But perhaps you are not advantageously located for refining, or perhaps you have a small mill and you feel that you cannot afford the extra investment necessary so that you can produce P. S. Y. B. oil or a more highly refined grade. That is understandable.

Filter Oil or Refine It.

All that I want to tell you, if this be true, is this: "Then filter your crude oil and remove all of the settlings and colloidal impurities, so that there will be no increase in F. F. A. and refining loss and no darkening in color."

Then you may safely store and hold your oil even from season to season, without danger of depreciation, and you can market it when and where it will bring you the best price.

One mill which started filtering a year ago last October, using nuchar and kieselguhr to aid filtration, has stored its oil as long as seven months at a time. And when they loaded it out to the refinery, the F. F. A. loss and color were exactly the same as the day that they placed it in storage. This mill has made careful analysis of the oil before and after filtration. Their average premium figures 3 points (total refining loss and color gain).

The only equipment required for this purpose is a filter press and a mechanically agitated tank—nothing simpler could be imagined. Most mills can equip for filtration at an outlay not to exceed \$2,000.

[EDITOR'S NOTE.—A series of articles by Mr. Harris on the filtration of crude oil appeared in THE NATIONAL PROVISIONER under dates of October 13, October 20, November 3, November 17 and December 1, 1928.]

"Can't Be Done" Is Out of Date.

Don't let anyone "kid" you by saying that it can't be done, because you can

make a liar out of him by doing it. Since Lindbergh made his famous flight, and since we send pictures thousands of miles within the winking of an eye, a lot of us just refuse to believe that "it can't be done" about anything.

And just because you've been told that you can't filter crude oil, or that the oil miller can't refine his crude oil, don't take anybody's word for it. There have been seasons (perhaps 1929 or 1930 will be one), when your mill lost money but would have made a good return (providing your seed buyers didn't insist on giving it all away) if you had refined your oil and marketed the refined oil.

Refining Prices Not Complicated.

Refining crude oil simply consists of adding enough sodium hydroxide solution to neutralize the free fatty acids and throw down the colloidal impurities in the crude oil. Nothing complicated about that.

I stood by the side of a new continuous machine for refining the other day and watched a mixture of crude oil and alkali discharge into a bowl. When mixed, the refined oil and soap were separated by centrifugal force, P. S. Y. B. oil being discharged from one spout and liquid soap from the other. The whole thing could easily have been installed in a small corner of any of your mills, whereby you could easily turn out P. S. Y. B. in place of crude oil.

Maybe it's economically sound that you should be producing crude oil at your mill, but you owe it to yourself to figure out the advantages pro and con.

Don't let anyone tell you that you can't do it, just because you never have. And, if you do continue to produce crude oil, don't let it be too crude. You now have premiums for better oil—get them!

Filter your oil—it will pay you big dividends, not only in premiums but in the flexibility of your marketing operations. Do away with "clean-ups" forever.

IMPORTS OF COCOANUT OIL.

Imports of coconut oil into the United States in March, 1929, totaled 31,601,233 lbs., valued at \$2,380,025, according to the U. S. Bureau of Foreign and Domestic Commerce. The Philippines furnished all but 758,838 lbs. in March.

Imports of copra in the same month were 63,173,567 lbs., valued at \$2,833,409, of which 32,976,901 lbs. valued at \$1,446,421 originated in the Philippines.

MARGARINE IN APRIL.

Production of margarine during April, 1929, as reported by margarine manufacturers to the U. S. Bureau of Internal Revenue, with comparisons, was as follows:

	April, 1929. Lbs.	April, 1928. Lbs.
Uncolored margarine	27,237,173	22,989,710
Colored margarine	1,466,441	1,300,807
Total	28,703,614	24,290,517

The Blanton Company
ST. LOUIS
Refiners of
VEGETABLE OILS
Manufacturers of
SHORTENING
MARGARINE

*Paper read at recent Atlanta, Ga., convention of Interstate Oil Mill Superintendents' Association.

Vegetable Oil Markets

WEEKLY REVIEW

Market Steady—Some New Lows—Weather and Cotton Reports Bearish Factors—Speculative Covering Spot Months—Lard Stocks Bearish—Grain Strength Helpful.

A rather quiet volume of trade featured cotton oil the past week on the New York Produce Exchange, and the market steadied after dipping into new low ground. Liquidation commission house local selling was in evidence as the result of favorable weather and bearish interpretation of private cotton reports.

Stop loss orders were uncovered, and when offerings dried up, the market recovered moderately as the result of absence of tenders on July contracts, which led to speculative covering in the spot month, carrying July to premium over futures. The latter had some influence on new crops, and served to offset irregular outside markets.

Market Sensitive on Small Orders.

Showery weather again overspread the belt and served to bring about some buying and profit taking, while evening up for the holiday was in evidence. Commission house trade and professional operations were without particular significance, the market responding readily to small orders either way.

Sentiment around the ring and in commission house circles was divided, but market lacked leadership. There was also a tendency to await new developments. Return of rainy weather led to apprehension of weevil, although the moisture was rather beneficial in the Western belt, although not desired in the Eastern states, where the weekly report indicated that climatic conditions were favorable toward weevil activity.

Some of ring crowd were inclined to sell on all the rallies, while others were buying on the breaks. Increase in lard stocks caused bearish comment, while intimations that deliveries of oil against old orders were falling off came in for consideration.

Expectations are that June consumption will range somewhere between

250,000 and 275,000 bbls., compared with about 219,000 bbls. a year ago.

Fresh cash demand was reported quiet, but there was little or no pressure from refining quarters. Valley crude was offered at 7½¢, with buyers' ideas around 7½¢. The fact that lard failed to hold on the rallies led to some liquidation at times, while cotton backed and filled over a moderate range and furnished little or no basis for operations in oil. Strength in grains was a helpful influence.

The liberal visible stocks were talked of, as was the prospect for a record cotton acreage. On the other hand, reasonableness of the price level caused some comment.

Average condition of cotton, 10 pri-

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., July 3, 1929.—Very little change in crude and bleachable prices this week, although sentiment in both products was somewhat more bearish, because of recent good weather in important cotton states. Both buyers and sellers appear to be comfortably fixed for time being. General opinion is that the spread between pure lard and cotton oil will widen considerably within the next few months. Traders look for some rally in cotton oil now that selling pressure from recent July liquidation has let up, but many are recommending sales of new crop oil on all advances, especially while the weather remains favorable.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., July 3, 1929.—Prime crude oil, 7½¢@7¾¢; all other commodities, nominal. Markets very quiet; good rain over Texas in past week.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., July 3, 1929.—Crude very dull at 7½¢@7¾¢, according to shipment; 41 per cent meal, \$36.50; loose cottonseed hulls, \$6.75, f.o.b. Memphis.

vate reports to date, 72 per cent. The increase in acreage averaged 3.37 per cent, indicating 48,751,000 acres.

COCOANUT OIL—Demand rather moderate, market about steady. New York, tanks, 6¼¢@6½¢; Pacific Coast, tanks, 6½¢.

CORN OIL—Sold 7¼¢, f.o.b.; market, 7¼¢@7½¢.

SOYA BEAN OIL—New York, barrels, 12¼¢@12½¢; Pacific Coast, tanks, 9¼¢.

PALM OIL—New York, spot Nigre, 7½¢; shipment Nigre, 7.30¢; spot Lagos, 7¼¢; shipment Lagos, 7½¢@7¾¢.

PALM KERNEL OIL—New York, tanks, 7¢; bulk oil, 6.95¢.

OLIVE OIL—New York, spot, sold 9½¢; market quoted 9@9½¢; shipment foots, 8½¢.

RUBBERSEED OIL—Low grade, 6¢; high grade, shipment, 7¢.

COTTONSEED OIL—Demand quiet, market steady. Store oil quoted ¼¢ over July. Store stocks at New York around 5,500 bbls.

SHORTENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Wednesday, July 3, 1929, based on expressions of member companies of the Shortening and Oil Division of the Interstate Cottonseed Crushers' Association as to their quantity selling programs, were as follows:

Shortening.		Per lb.
North and Northeast:		
Carlots, 20,000 lbs.	.....	6@11½
5 bbls. and up.	.....	6@11½
Less than 5 bbls.	.....	6@12
South:		
10,000 lbs.	.....	6@11
Less than 10,000 lbs.	.....	6@11½
Pacific Coast:	.....	12½@12½
Salad Oil.		
North and Northeast:		
Carlots, 20,000 lbs.	.....	10½@11½
5 bbls. and up.	.....	11@11½
1 to 4 bbls.	.....	11½@12½
South:		
Carlots, 20,000 lbs.	.....	10@10½
5 bbls. and up.	.....	11@11½
1 to 4 bbls.	.....	11½@11½
Pacific Coast:	.....	11½@11½
Cooking Oil—White.		
¼¢ per lb. less than salad oil.		
Cooking Oil—Yellow.		
¼¢ per lb. less than salad oil.		

ASPEGREN & CO., Inc.

450 Produce Exchange Bldg.
New York City, N. Y.

BROKERS

COTTON SEED OIL

ORDERS SOLICITED

TO BUY OR SELL PRIME YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

The New Orleans Cotton Seed Oil Contract

always bears a normal relationship to the price of spot oil and so its re-sale value is established. It serves for hedging or buying and selling and is an attractive investment.

New Orleans Cotton Exchange
Trade Extension Committee

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

PURITAN, Winter Pressed Salad Oil
BOREAS, Prime Winter Yellow
VENUS, Prime Summer White
STERLING, Prime Summer Yellow
WHITE CLOVER Cooking Oil
MARIGOLD Cooking Oil
JERSEY Butter Oil
MOONSTAR Coconut Oil
P & G SPECIAL (hardened) Coconut Oil

General Offices:

CINCINNATI • OHIO

Cable Address: "Procter"

The Edward Flash Co.

17 State Street
NEW YORK CITY

Brokers Exclusively
ALL VEGETABLE OILS
In Barrels or Tanks
COTTON OIL FUTURES
On the New York Produce Exchange

NEW ORLEANS OIL TRADING. (Special Report to The National Provisioner.)

New Orleans, La., July 1, 1929.—The July position was fully liquidated during the past week with the issuance of about 60 notices, delivered by compound lard manufacturers and stopped by a local refining merchant. It is not thought that the position will be active during the balance of the month.

The weather conditions are still the main influence in cottonseed oil, and although lard values are steady, cotton prices are influenced by the possibilities of a large yield next year, if advices from the fields can be believed.

News from the western belt is that a very large yield can be expected in Texas and while the condition there is spotted, it is almost ideal. In Oklahoma only is the eastern section in bad shape. In Arkansas and Tennessee conditions are only fair, but in Louisiana conditions are extremely good. While in Alabama and Mississippi conditions are generally good, weevils are reported very active in the southern sections of each of these states.

In the Atlantic states the weevils are reported numerous and the crop is receiving entirely too much moisture, especially in the more southern sections, but the crop is doing as well as could be expected and only the heavy early weevil infestation is causing concern among the trade.

There is nothing in sight at the moment which would indicate an early advance in cottonseed oil prices, but it is still the belief of a majority of the trade that values are reasonably priced. Generally, the public seems more inclined to buy moderately and additionally on each decline than to sell advances in spite of the prospective large cotton yield which could be grown.

MEMPHIS SEED AND MEAL.

(Special Letter to The National Provisioner.)

Memphis, Tenn., July 3, 1929.—There was a further buying interest in new crop cottonseed on the Memphis Merchants' Exchange, at \$38.00 or a little better, but the strength in grain, steady cotton, higher meal and firm oil made sellers ask more. While bids were up on the close, only 25c on an average, asking prices were fully 50c higher.

The present prices of new crop cottonseed gross better than \$48.00, and while the new crop actual may not open as high as present futures values, any deterioration in the crop during the next 30 days will be reflected in seed values almost immediately. It is realized that seed ordinarily have not moved to the mills during the past several years on a spread as great as \$10.00.

Sentiment is about evenly divided at present levels, while the outside orders have been on the selling side, largely representing hedges against actual production. Crop news is still favorable, but showery weather is bringing the weevil menace to the front again. Still, it is realized that the June condition is usually most favorable and real crop scares ordinarily do not develop until early August.

A buying interest developed in cottonseed meal on the opening at around \$36.75 for the new crop months which found selling limited and resulted in

an upturn to \$37.00 for October, November and December, at which price several thousand tons changed hands, the selling from scattered origins and the buying by shorts, hedgers and locals. Near the close October sold as high as \$37.10 and December \$37.15, but bids on the close were not above \$37.00, while sellers had advanced their offers to \$37.25.

Apparently the market is still somewhat oversold either in the actual or futures, and all sales to the consuming trade from this territory are immediately reflected by buying orders in the pit against only scattered selling and none by the mills. Texas slab is up to \$37.25, Houston and Dallas meal at \$36.00. The acreage report on July 8 and consumption on July 12 will supply incentives for the next move.

In the meantime, strong grain markets, advancing mill feeds, weevil damage reports and considerable consumptive buying may advance prices somewhat further, but selling appears on a scale up and values will meet considerable resistance on any upturns above tonight's close. However, the possibility of \$40.00 meal is being talked, and mill selling will not develop in volume for the next thirty days.

PRODUCTION OF MARGARINE.

Oleomargarine production and sale during May, 1929, compared with the same month of 1928, are indicated in the following figures reported by the Collector of Internal Revenue, showing the tonnage on which tax was collected and the amount of the tax:

	Colored.	Uncolored.
May, 1929, lbs.....	1,158,007	27,849,660
Tax	\$116,503.68	\$69,624.15
May, 1928, lbs.....	971,477	22,400,200
Tax	\$97,605.30	\$56,023

For the first 11 months of the fiscal year ended May 31, 1929, there was collected a total of \$1,199,209.55 on colored oleomargarine and \$747,196.80 on uncolored. For the same period of the previous fiscal year the collections totaled \$1,141,171.57 on the colored product and \$640,358.21 on the uncolored.

OLEOMARGARINE EXPORTS.

Exports of oleomargarine, including both animal and vegetable oil products from the United States in April, 1929, totaled 45,147 lbs., compared with 92,134 lbs. the same month of 1928, according to the U. S. Bureau of Agricultural Economics.

For the four-month period ended April, 1929, exports of oleomargarine totaled 243,320 lbs., against 258,495 lbs. the same period a year ago.

URUGUAY CASINGS EXPORTS.

Exports of sausage casings from Uruguay to the United States during the first quarter of 1929, according to consular advices to the U. S. Department of Commerce, with comparisons, were as follows:

	Jan.-Mar., 1929.		Jan.-Mar., 1928.	
	Lbs.	Value.	Lbs.	Value.
Sausage casings:				
Bladders	8,194	\$ 2,831	32,966	\$ 7,304
Wensands	2,750	5,872	3,338	3,680
Others	206,562	72,547	198,062	31,319
Total	277,506	\$81,250	234,366	\$42,313

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were quiet and steady the latter part of the week, due to packers' support of lard, and some buying on grain strength. Commission house selling was moderate and cash trade liberal. Hog run halted upturns.

Cottonseed Oil.

Cotton oil quiet and steady; trade mostly professional; market awaiting developments. Outside steadiness checked selling, but favorable cotton crop reports were against buying. Crude quoted 7½¢ nominal. Cash demand quiet.

Quotations on cottonseed oil at New York, Friday noon, were: July, \$9.45@9.58; August, \$9.45@9.59; Sept., \$9.55@9.59; Oct., \$9.57@9.60; Nov., \$9.50@9.58; Dec., \$9.59 sale; Jan., \$9.56@9.63; Feb., \$9.60@9.75.

Tallow.

Tallow, extra, 7½¢.

Stearine.

Stearine, oleo, 9½¢.

FRIDAY'S GENERAL MARKETS.

New York, July 5, 1929. — Lard, prime western, \$12.30@12.50; middle western, \$12.30@12.40; city, 11½¢@11½¢; refined continent, 12½¢; South American, 13½¢; Brazil kegs, 14½¢; compound, 11½¢.

CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on June 30, 1929, with comparisons, are reported by the Chicago Board of Trade as follows:

	June 30, 1929.	May 31, 1929.	June 30, 1928.
Mess pork, new, made since Oct. 1, '28, bbls.	740	874	673
Other kinds of barreled pork, bbls.	32,471	27,971	24,055
P. S. lard, made since Oct. 1, '28, lbs.	89,374,649	82,784,242	106,699,696
P. S. lard, made Oct. 1, '27, to Oct. 1, '28, lbs.	447,000	447,000	3,543,000
Other kinds of lard, lbs.	13,017,800	10,712,462	9,963,203
S. R. sides, made since Oct. 1, '28, lbs.	981,197	450,781	1,979,206
S. R. sides, made previous to Oct. 1, '28, lbs. ....	.....	.....	7,000
D. S. clear bellies, made since Oct. 1, '28, lbs.	28,705,072	28,745,490	20,963,693
D. S. clear bellies, made previous to Oct. 1, '28, lbs. ....	.....	4,036	.....
D. S. rib bellies, made since Oct. 1, '28, lbs.	3,443,265	2,663,273	3,408,808
Extra S. C. sides, made since Oct. 1, '28, lbs.	206,175	270,137	215,363
S. C. sides, lbs. ....	.....	15,990	.....
D. S. short fat backs, lbs.	7,965,819	7,850,382	7,443,456
D. S. shoulders, lbs. ....	.....	610,467	.....
S. P. hams, lbs.	30,596,044	35,068,794	36,827,044
S. P. skinned hams, lbs.	20,111,778	20,511,386	19,585,153
S. P. bellies, lbs.	24,558,155	26,442,263	27,762,048
S. P. California or picnic, S. P. Boston shoulders, lbs.	13,880,542	14,242,014	8,861,707
S. P. shoulders, lbs.	178,975	105,480	94,276
Other cuts of meats, lbs.	8,061,420	8,659,431	8,810,305
Total cut meats, lbs.	138,667,242	145,096,475	142,568,046

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended June 29, 1929, with comparisons:

Westn. drsd. meats:	Week ended June 29, 1929.	Prev. week.	Cor. week, 1928.
Steers, carcasses ..	6,423	7,531	6,628
Cows, carcasses ..	599	631	382
Bulls, carcasses ..	27	37	73
Veals, carcasses ..	8,769	8,412	7,090
Lambs, carcasses ..	22,178	32,340	19,583
Mutton, carcasses ..	2,962	3,310	5,306
Beef cuts, lbs.	329,945	397,890	559,880
Pork cuts, lbs.	1,570,200	1,552,484	329,124
Local slaughters:			
Cattle	7,024	8,653	11,060
Calves	12,838	14,924	14,894
Hogs	32,057	29,729	43,370
Sheep	46,767	53,316	58,499

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal and city inspection at Boston for the week ended June 29, 1929, with comparisons:

Western dressed meats:	Week ended June 29, 1929.	Prev. week.	Cor. week, 1928.
Steers, carcasses ..	2,180	2,261	2,411
Cows, carcasses ..	1,322	1,282	1,163
Bulls, carcasses ..	52	40	32
Veals, carcasses ..	1,223	970	1,200
Lambs, carcasses ..	15,261	14,920	10,780
Mutton, carcasses ..	772	1,430	1,034
Pork, lbs.	204,012	388,495	357,519
Local slaughters:			
Cattle	1,170	959	1,183
Calves	1,611	1,684	1,140
Hogs	13,794	14,508	14,006
Sheep	2,009	4,762	3,254

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended June 29, 1929:

Western dressed meats:	Week ended June 29, 1929.	Prev. week.	Cor. week, 1928.
Steers, carcasses ..	1,639	1,904	1,928
Cows, carcasses ..	977	702	890
Bulls, carcasses ..	331	326	433
Veals, carcasses ..	1,305	1,644	1,689
Lambs, carcasses ..	11,154	12,012	7,512
Mutton, carcasses ..	1,580	1,327	1,443
Pork, lbs.	375,675	459,071	393,319
Local slaughters:			
Cattle	1,165	1,344	2,006
Calves	2,051	2,057	2,212
Hogs	11,084	12,168	16,755
Sheep	4,326	4,086	4,633

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended June 29, 1929, according to the U. S. Bureau of Agricultural Economics:

Point of origin.	Commodity.	Amount.
Argentina—Canned meats	1,776,006 lbs.	
Argentina—Beef cuts	219,512 lbs.	
Argentina—Cured beef	14,650 lbs.	
Argentina—Sausage	18,000 lbs.	
Argentina—Meat products	20,659 lbs.	
Canada—Veal offal	2,574 lbs.	
Canada—Bacon	3,049 lbs.	
Canada—Vealers	2,162 lbs.	
England—Potato	850 lbs.	
Germany—Ham	6,417 lbs.	
Germany—Bacon	612 lbs.	
Germany—Sausage	2,388 lbs.	
Holland—Hams in tins	5,685 lbs.	
Italy—Bouillon cubes	275 lbs.	
Italy—Sausage	4,640 lbs.	
New Zealand—Quarters of frozen beef	784	
Uruguay—Canned corned beef	444,590 lbs.	
Uruguay—Cured beef	141,600 lbs.	

Corrections have been received to data on meat imports at New York for the weeks ended June 7 and June 21, 1929, as issued by the New York office, U. S. Bureau of Agricultural Economics, as follows: Week ended June 7—New Zealand, 1,000 lamb carcasses instead of 34,482 carcasses; week ended June 21—New Zealand, 2,300 sheep carcasses instead of 12,300 carcasses.

BRITISH PROVISION CABLES.

(Special Cable to The National Provisioner.)

Liverpool, July 3, 1929.—General provision markets steady but dull. Fair demand for hams and picnics, and trading slightly more active. Supplies of hams very moderate. Square shoulders and pure lard continue quiet.

Friday's prices were as follows: Hams, American cut, 113s; Liverpool shoulders, square, 83s; hams, long cut, 113s; picnics, 78s; short backs, 92s; bellies, clear, 89s; Canadian, 115s; Cumberland, 90s; spot lard, 61s 9d.

EUROPEAN PROVISION CABLES.

The market at Hamburg was steady, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 1,620 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 82,000 at a top Berlin price of 18.37c a pound, compared with 102,000 at 14.62c a pound, for the same week last year.

The Rotterdam market was steady. The demand for animal fats was improving.

The market at Liverpool was firm. The total of pigs bought in Ireland for bacon curing was 19,000 for the week.

The estimated slaughter of Danish hogs for the week ended June 28, 1929, was 82,000, as compared with 91,000 for the same period of last year.

The exports of Danish bacon for the week ended July 1, 1929, amounted to 4,649 metric tons, as compared with 5,280 metric tons for the same period of last year.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended June 27, 1929, with comparisons:

	Week ended June 27, 1929.	Prev. week.	Same week, 1928.
Toronto	\$11.75	\$12.75	\$12.00
Montreal	11.50	12.25	11.00
Winnipeg	12.00	11.50	11.25
Calgary	11.35	.....	9.50
Edmonton	10.50	11.00	9.50
Prince Albert	10.50	10.50	9.25
Moose Jaw	10.50	10.75	10.25
Saskatoon	10.50	10.50	9.50

BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended June 27, 1929.	Prev. week.	Same week, 1928.
Toronto	\$14.50	\$15.50	\$14.50
Montreal	12.50	12.50	12.00
Winnipeg	13.00	13.00	13.00
Calgary	12.00	.....	12.00
Edmonton	11.50	11.00	11.00
Prince Albert	10.50	11.00	9.50
Moose Jaw	12.00	12.00	11.00
Saskatoon	10.00	11.00	12.00

VEAL CALVES.

	Week ended June 27, 1929.	Prev. week.	Same week, 1928.
Toronto	\$13.50	\$13.75	\$12.50
Montreal	13.25	13.75	12.50
Winnipeg	12.00	12.50	11.15
Calgary	12.25	12.25	11.00
Edmonton	12.00	12.50	11.10
Prince Albert	12.00	12.50	11.35
Moose Jaw	11.90	12.40	11.00
Saskatoon	11.30	12.55	10.85

SELECT BACON HOGS.

	Week ended June 27, 1929.	Prev. week.	Same week, 1928.
Toronto	\$16.50	\$18.50	\$18.00
Montreal	16.00	20.00	17.00
Winnipeg	16.00	17.00	15.50
Calgary	12.50	17.00	15.00
Edmonton	14.00	.....	.....
Prince Albert	15.00	15.00	.....
Moose Jaw	15.00	17.00	.....
Saskatoon	15.00	17.00	.....

DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ended July 1, 1929, were 4,649 metric tons, all to England, according to government cable advices.

Keeps floors clean and sweet

UNLESS floors are cleaned daily and every trace of trodden-in refuse removed, disagreeable odors and unsanitary conditions, quite likely to affect your product, are sure to result. Whether the floors in your plant are wooden or concrete, you can easily keep them spotless with Meat Packers' Oakite.

A mild solution of this sudsless cleaner is simply flowed on and then mopped and rinsed away. Every bit of meat scrap,



tallow, grease and blood is quickly loosened. Nothing remains to decay. Surfaces dry clean and wholesome.

Meat Packers' Oakite can be used to advantage on other cleaning jobs, too. Hog scalding; washing cutting tables, cooking vats, and ham boilers are but a few of the operations that can be speeded

up and done at lower cost with this efficient material. Let a nearby Service Man call and give you details. No obligation.

Manufactured only by
OAKITE PRODUCTS, INC., 20A Thames St., NEW YORK, N. Y.

OAKITE

TRADE MARK REG. U. S. PAT. OFF.

Industrial Cleaning Materials and Methods

Oakite Service Men, cleaning specialists, are located in the leading industrial centers of the U. S. and Canada.

Meat Packers' Oakite complies with all requirements of the U. S. Bureau of Animal Industry.

MEAT INSPECTION CHANGES.

Recent changes in the federal meat inspection service are as follows:

Inspection granted—Santa Maria Packing Corp., Los Angeles, Calif., and Mama's Ravioli Co.; Kennel Food Supply Co., box 278, Fairfield, Conn.; Foster Beef Co., Claremont, N. H.; Great Atlantic & Pacific Tea Co., Washington, D. C.; Supreme Packing Co., Chicago, Ill.

Inspection withdrawn—Kings & Co., Pittsburgh, Pa.; Glidden Nut Butter Co., Chicago, Ill.; Julius Sostmann & Sons, Inc., Philadelphia, Pa.; Pure Meat Products Co., Inc., Newark, N. J.

Changes in official names—The C. F. Sauer Co., 438 S. Main st., Greenville, S. C., and Dukes Products Co., instead of previous name; Glidden Food Products Co., 3702 Iron st., Chicago, Ill., and Troco Co. of Ill. instead of Troco Nut Butter Co.; Wilson & Co., Cedar Rapids, Ia., and Wilson & Co., Inc., T. M. Sinclair & Co., Ltd., instead of previous name.

Change in official address—Baltimore Butterine Co., 20-28 Willard st., and 47-53 Catherine st., Baltimore, Md., mail 55-59 Catherine st. instead of previous address.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to July 5, 1929, show exports from that country were as follows: To England, 140,562 quarters; to the Continent, 3,053 quarters.

Exports of the previous week were as follows: To England, 108,935 quarters; to the Continent, 60,142 quarters.

HIDE EXCHANGE TRADING.

More than 12,000,000 lbs. of hides, valued at upwards of \$2,500,000, were represented in the futures contracts traded in on the New York Hide Exchange during June, it was announced by president M. R. Katzenberg in reviewing the first month's operations of the Exchange.

"Although it opened only on June 4, the New York Hide Exchange has already demonstrated its great potential value to the hide and leather industry," he said. "Prices on the exchange have reflected conditions in the world hide markets, and the hedging facilities offered by the Exchange have been used by packers and tanners, importers and exporters, brokers and dealers alike.

"The machinery of the exchange and the clearing house has functioned. Despite the fact that prices in some positions moved up more than three and a half cents a pound, the advance was orderly and, due in no small measure to the fact that the exchange was in operation, attended by little disturbance in the trade.

"The maximum fluctuation on the exchange in any one day was 60 points, or a little more than one-half cent, while the average daily fluctuation was well under a quarter of a cent. The market was a broad one, all positions except October being traded. The heaviest trading was in the December position, with September, January and May next.

"The May position made the major advance. On June 4, the first day of trading on the Exchange, May futures

sold at 17.03 cents a pound and on June 20 they touched 20.60, an advance of 3.57 cents per pound. The possibilities of this market for either hedging or trade speculation are illustrated by the fact that at these prices one May contract purchased on June 4 and sold on June 20 would have shown a profit of \$1,428 less commissions."

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended June 29, 1929, were 4,774,000 lbs.; previous week, 4,141,000 lbs.; same week last year, 3,814,000 lbs.; from January 1 to June 29 this year, 102,261,000 lbs.; same period a year ago, 115,047,000 lbs.

Shipments of hides from Chicago for the week ended June 29, 1929, were 5,109,000 lbs.; previous week, 4,840,000 lbs.; same week last year, 3,960,000 lbs.; from January 1 to June 29 this year, 112,359,000 lbs.; same period a year ago, 117,781,000 lbs.

TANNERS' HIDE STOCKS.

Stocks of raw hides and skins held by tanners on May 31, 1929, with comparisons, are given by the U. S. Department of Commerce as follows:

	May 31, 1929.	Apr. 30, 1929.
Cattle, total hides	1,263,572	1,308,002
Green salted, hides:		
Steers	405,505	447,625
Cows	543,920	504,759
Bulls	36,081	41,911
Unclassified	158,257	213,730
Dry or dry salted, hides:	59,809	70,058
Calf, skins	1,570,895	1,394,470
Kip, skins	192,018	180,900
Sheep and lamb, skins	5,142,540	4,768,597
Goat and kid, skins	8,520,517	7,463,860
Cabretta, skins	513,572	471,376

Hide and Skin Markets

Chicago.

PACKER HIDES—Trading in the packer hide market so far this week has been rather light. The movement to date totals only around 30,000 hides, mostly June take-off. The situation still appears somewhat mixed, with the main support to the market coming from sole leather interests.

Branded steers were the first descriptions to move, selling at unchanged prices. Killers report more could be sold on this basis, if available. Heavy native cows moved in a small way at mid-week at unchanged price. While reports of trading in light native cows late last week were never confirmed on the scale reported at that time, offerings of these are lighter; however, sales in a way are generally credited at the 1/2c decline, although other killers continue to talk 17 1/2c.

Very little has been heard from the South American market so far this week, and the situation is reported about unchanged.

The hide futures market declined sharply during the week, a full cent drop being registered on August light native cows, ranging down to 8/10c decline on the May futures, fully discounting the decline in the cash market on that description.

A car of spready native steers sold in this market last week, April to June dating, at 19 1/2c; later, a car same dating sold in the East at 20c. Buyers bidding 17 1/2c, or 1/2c down, on heavy native steers throughout the week. Late information is to the effect that a few sold at 17 1/2c at end of this week. One packer sold 3,000 extreme native steers at 17 1/2c, steady with last confirmed trade; earlier reports of 18c sales last week never confirmed.

Around 15,000 branded steers sold early in the week at 16 1/2c for butt brands, 16c for Colorados, 16 1/2c for heavy Texas steers, 16c for light Texas steers, all steady prices. Extreme light Texas steers quoted 15c nom.

One car of heavy native cows moved at 17 1/2c, steady price, and this is bid for more. Light native cows continue somewhat mixed; around 4,000 to 5,000 understood sold at 17c, or 1/2c down from the peak reached two weeks ago. Buyers claim more are available on this basis, while some packers continue to talk 17 1/2c. Branded cows apparently have not yet sold; quoted nominally 16 1/2@17c, with top last paid.

Native bulls last sold at 12 1/2c for June take-off and this reported bid. Branded bulls nominally 11@11 1/2c.

SMALL PACKER HIDES—Small packers are closely sold up locally to end of June, the bulk of June productions having moved earlier at 17c for 25/50 lb. natives and 16 1/2c for 50-lb. and up, while branded brought 16c flat. Some July productions being offered now at 17c for all-weight native steers and cows and 16c for branded, with interest rather quiet. Small packer regular slunks sold at \$1.20.

Another Southern California packer moved May hides at close of last week at 14 1/2c flat, for steers and cows.

HIDE TRIMMINGS—Big packer hide trimmings nominally \$35.00 per ton, Chicago basis; small packer trimmings around \$33.00.

COUNTRY HIDES—Country hide market has been slow, with buyers inclined to await further action in the packer market. Good all-weights generally quoted 12 1/2@13c, selected, delivered. Heavy steers and cows offered at 12 1/2c, with buyers ideas 1/2c less. Good 25/45 lb. extremes now generally considered 15 1/2c top, although 16c is talked in some quarters. Buff weights considered around 13c market. All-weight branded priced around 11@11 1/2c, less Chicago freight.

CALFSKINS—Packer calskin market unchanged. Last trading in May regular points was at 24c, northern basis, and 25c for Toronto May calf. Killers talking 25c nominal for June calf, regular points.

A car of 8/15 lb. first-salted Chicago city calf sold late last week at 22c, or 1/2c advance over previous sale; this week a car 10/15 lb. weights sold at 22 1/2c. Mixed cities and countries quoted 19@20c; straight countries 17@18c. Chicago city light calf and deacons sold at \$1.55.

KIPSKINS—Last trading in packer kips, last week, was at 22 1/2c for June natives, northern basis, and branded at 19c; overweights nominally 21c.

First-salted Chicago city kips quoted nominally at 20c. Mixed cities and countries around 17 1/2@18 1/2c; straight countries 16 1/2@17c.

Packer regular slunks were cleaned up previous week at \$1.40; hairless nominally 35@45c, demand dull.

HORSEHIDES—Market rather slow, with straight city renderers quoted \$6.00@6.25 asked, ranging down to \$5.00@5.50 asked for mixed city and country lots.

SHEEPSKINS—Dry pelts quoted 20@22c per lb. Last trading in big packer shearlings was at \$1.15 flat, running around 60 to 70 per cent No. 1's; last trading in shearlings, running mostly No. 1's, was at \$1.30@1.35, and this is asked for that quality. Small packer shearlings offered around \$1.10. Pickled skins about unchanged; last trading in California spring lambs at Chicago was at \$8.50 per doz., flat, and \$8.75 per doz. last paid at New York. One packer sold a car of native lambs at \$9.50, flat, at Chicago; another packer reported to have moved some same basis; trading recently in the East on native lambs at \$9.50 up to \$10.25 per doz. Sales of small packer green lamb skins reported recently at \$1.90@2.00 per cwt. live lamb, at Chicago.

PIGSKINS—No. 1 pigskin strips quoted nominally around 7 1/2c. Gelatine stocks last sold at 5c for fresh frozen, 4 1/2c green salted.

New York.

PACKER HIDES—One car of spready native steers, April to June dating, sold at 20c. Another packer moved June production during the period at 17 1/2c for native steers, 16 1/2c for butt brands and 16c for Colorados, same prices realized by other packers earlier.

COUNTRY HIDES—Market rather dull and buyers have been showing very little interest in the market. Good 25/45 lb. extremes are quoted nominally 15@15 1/2c. Buff weights quoted 13c.

CALFSKINS—Some quiet trading

believed to have taken place late last week in the calfskin market, since which time market has been quiet. The 5/7's are quoted around \$1.80@1.90 last paid, 7/9's \$2.35@2.40 nom., 9/12's last sold at \$3.15 and \$3.25 asked.

New York Hide Exchange Futures.

Closing bid quotations on futures trading on the New York Hide Exchange for the days mentioned:

Saturday, June 22, 1929.—Aug. 18.80; Sept. 19.10; Oct. 19.10; Nov. 19.50; Dec. 19.50; Jan. 20.00; Feb. 20.00; Mar. 20.00; Apr. 20.10; May 20.20. Sales 6 lots.

Saturday, June 29, 1929.—Aug. 17.90; Sept. 18.30; Oct. 18.30; Nov. 18.70; Dec. 19.15; Jan. 19.10; Feb. 19.20; Mar. 19.30; Apr. 19.40; May 19.65.

Monday, July 1, 1929.—Aug. 17.70; Sept. 17.80; Oct. 18.10; Nov. 18.45; Dec. 18.90; Jan. to Mar. 19.00; Apr. 19.20; May 19.50; June 19.50.

Tuesday, July 2, 1929.—Aug. 17.30 nom.; Sept. 17.70 bid; Oct. 17.50; Nov. 18.20; Dec. 18.70; Jan. 18.60; Feb. 18.70; Mar. 18.90; Apr. 19.00; May 19.15; June 19.25, all bid. Sales 20 lots.

Wednesday, July 3, 1929.—Aug. 17.20; Sept. 17.40; Oct. 17.50; Nov. 18.10; Dec. 18.26; Jan. 18.00; Feb. 18.50; Mar. 18.70; Apr. 18.90; May 19.00; June 19.10. Sales 21 lots.

Thursday, July 4, 1929.—Holiday.

Friday, July 5.—Aug. 17.00; Sept. 17.50; Oct. 17.50; Nov. 18.00; Dec. 18.17; Jan 18.15; Feb. 18.30; Mar. 18.50; Apr. 18.80; May \$18.95; June 19.00.

(Future quotations by E. Lowitz & Co.)

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending July 5, 1929, with comparisons, are reported as follows:

PACKER HIDES.			
	* Week ended July 5, '29.	Prev. week.	Cor. week, 1928.
Spr. nat.	19 1/2@20	@20m	26 @26 1/2
Hvy. nat.			
strs.	17 1/2@18	@18	@24b
Hvy. Tex. str.	@16 1/2	@16 1/2	@23 1/2
Hvy. butt.			
brnd'd str.	@16 1/2	@16 1/2	@23 1/2
Hvy. Col. str.	@16	@16	@23
Ex-light Tex.			
strs.	@16 1/2n 16 1/2@17	@17	@23b
Brnd'd cows.	@16 1/2n 16 1/2@17	@17	@23b
Hvy. nat. cows	@17 1/2	@17 1/2	@23 1/2b
Lt. nat. cows	@17	@17	@24b
Nat. bulls	@12 1/2	@12 1/2	@18b
Brnd'd bulls	@11 1/2n 10 @11	@11	@16 1/2n
Calfskins	@25 24 @25 31	@25	@32
Kips, nat.	@22 1/2	@22 1/2	@28
Kips, ov-wt.	@21n	@21n	@28
Kips, brnd'd.	@19	@19	@28
Slunks, reg.	@1.40	@1.40	@1.85
Slunks, hrls.	@.45n 35 @.45n	@.45n	@.70n

Light native butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.			
Nat. all wts.	@17ax 16 1/2@17	@17	@24b
Branded	@16ax	@16	@23b
Nat. bulls	@12	@12	@17 1/2
Brnd'd bulls.	@10 1/2	@10 1/2	@16 1/2
Calfskins	@22	@21 1/2n	@28
Kips	@20n	@19 1/2	@26
Slunks, reg.	@1.20	@1.20	@1.60@1.65
Slunks, hrls.	@.30n 30 @.35n	@.35n	@.60n

COUNTRY HIDES.			
Hvy. steers	12 @12 1/2	12 1/2@13	19 1/2@20
Hvy. cows	12 @12 1/2	12 1/2@13	18 1/2@19
Butts	13n 13 1/2@14	13 1/2@14	@21
Extremes	15 1/2	15 1/2@16 1/2	24 @24 1/2
Bulls	@10n	@10n	@16n
Calfskins	17 @18	@18	24 1/2@25
Kips	16 1/2@17	16 1/2@17	23 1/2@24
Light calf	1.00@1.10	1.00@1.10	1.00@1.15
Deacons	1.00@1.10	1.00@1.10	1.00@1.15
Slunks, reg.	.50 @.60	.50 @.60	.75 @1.00
Slunks, hrls.	15 @20	15 @20	25 @30
Horsehides	.5.00@6.25	5.25@6.50	7.00@8.50
Hogskins	.60 @.70	.60 @.70	90 @.95

SHEEPSKINS.			
Pkr. lambs	1.15@1.35	1.15@1.35	1.35@1.40
Sm. pkr. lambs	1.20 @.21	20 @.21	30 @.32
Pkr. shearings	1.15@1.35	1.15@1.35	1.35@1.40
Dry pelts	.20 @.21	.20 @.21	30 @.32

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, July 3, 1929.

CATTLE—Compared with late last week, strictly good and choice fed steers are 50¢@75¢ higher; lower grades, about 25¢ up; light yearlings, 25¢@50¢ higher, inbetween grades showing most advance; fat cows, 50¢ higher, instances 75¢ up on better grades; cutters, mostly 25¢@50¢ up; bulls, steady to 25¢ lower, light grassy offerings showing decline; vealers, \$1.00 higher. Sharp shrinkage in supply figures a stimulus on practically all classes, especially on well finished medium weight and weighty steers, these being wanted on shipper account. Extreme top \$16.15, new high for year; numerous loads, \$16.00, bulk better grade steers selling at week-end at \$15.00 upward; long yearlings, \$16.00; light kinds, \$15.90, very few grass steers in run, bulk going on stockers account at \$12.00 downward. Strictly grainfed cows sold in odd lots at \$12.50 and better, but \$8.50@10.00 took bulk; cutters, mostly \$6.25@7.25; practical top weighty sausage bulls, \$10.00; light grassy kinds, \$8.50@9.25. Selected vealers closed at \$16.50; light kinds, \$14.25@15.00.

HOGS—Active markets and strong prices featured week's trade in the hog division. Compared with last Thursday, current quotations are 30¢@40¢ higher, and all interests were in the market at the advance. Today's top, \$11.50, paid for 150- to 210-lb. weights. Bulk good and choice 150- to 220-lb. averages, \$11.25@11.50; 230- to 280-lb. weights, \$11.00@11.25, few loads up to \$11.35; 290- to 330-lb. averages, \$10.70@11.00; bulk packing sows, \$9.85@10.15; smooth lightweights, up to \$10.35; most good to choice 120- to 140-lb. averages, \$10.75@11.25.

SHEEP—Under pressure of light

receipts and a stronger dressed lamb trade, live lamb prices advanced mostly 25¢ with some sales 50¢ higher than at close of last week. Yearlings and fat ewes sold strong. Week's tops: Native lambs, \$15.15; rangers, \$15.00; yearlings, \$12.25; fat ewes, \$6.75. Bunks: Native lambs, \$14.25@14.50; rangers, \$14.75@15.00; yearlings, \$11.00@11.50; fat ewes, \$6.00@6.50; feeding lambs, steady to strong; choice 60- to 64-lb., \$13.35@13.65; few 74-lb. \$12.35.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., July 3, 1929.

CATTLE—Somewhat lighter receipts and an increased demand for fed steers and yearlings stimulated the trade, and last week's declines were fully regained. Most fed classes advanced 25¢@50¢, with some of the inbetween grades of yearlings as much as 75¢ over last Thursday. Grass fat steers shared a good portion of the upturn in values and are quoted 25¢@50¢ higher. Choice long fed steers, scaling 1,764 lbs., scored the week's top at \$15.50, new top for the year on weighty offerings. Numerous loads went at \$14.75@15.25, while the bulk of the fed arrivals cleared from \$13.00@14.50. She-stock and bulls closed at strong to 25¢ higher levels, while vealers are around 50¢ higher, with the late top at \$13.50.

HOGS—Both shippers and packers displayed considerable interest in the fresh supply of hogs, and trading was fairly active, with prices 25¢@35¢ higher than last Thursday. The top for the period under review reached \$11.15 on Wednesday's session on choice 190- to 210-lb. weights and was paid by all interests. Packing grades sold on a 10¢@15¢ higher basis, with prices ranging from \$9.00@9.85.

SHEEP—There was a decided reaction in the fat lamb market, and closing prices are 75¢ to \$1.00 higher than last Thursday. The week's top reached \$14.75 on choice Colorado lambs fed on alfalfa and grain, while best natives and straight range lambs went at \$14.50. Most of the week's supply brought \$14.00@14.50. Mature classes were scarce, and final prices are strong to 25¢ higher. Best fat ewes went at \$6.75, with others going at \$5.75@6.25. Several lots of Texas grass wethers sold from \$7.25@7.75.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., July 3, 1929.

CATTLE—Light receipts and a short session due to the holiday were the sole factors incident to the general rise of cattle values this week. Compared with last Thursday, native steers sold 50¢@75¢ higher; mixed yearlings and heifers, 25¢@50¢ higher; cows, 25¢ higher, with spots up more; all cutters, 10¢@15¢ higher; bulls, 25¢@50¢ higher; good and choice vealers, \$1.50@1.75 higher. Native steers sold largely from \$12.00@14.35, with best heavies at \$14.90, averaging 1,367 lb. Top yearlings, at \$14.75, scaled 971 lb.; best mixed yearlings, averaging 756 lb., landed \$14.50, while 778-lb. heifers scored \$14.15 as high. Most fat heifers brought \$13.00@13.50; cows, largely \$8.00@9.50; low cutters, mostly \$5.65@6.25. Top medium bulls registered \$9.75 Wednesday, with good and choice vealers \$15.75 and \$16.00.

HOGS—Increased shipping demand assisted sellers in boosting hog prices this week, a net gain of 35¢@45¢ being recorded as compared with last Thursday. Pigs advanced 25¢@50¢, and packing sows 15¢@25¢. Top price today was \$11.55, with bulk of light and butcher hogs at \$11.30@11.50. Packing sows, mostly \$10.00.

SHEEP—Fat lamb trade was fairly active during the period, and prices advanced 25¢, sheep holding steady. Bulk of lambs sold the entire week at \$13.75@14.25, with closely-sorted choice kinds at \$14.50. Fat ewes earned \$5.00@6.00.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

So. St. Paul, Minn., July 3, 1929.

CATTLE—Curtailed marketings resulted in upturns of 25¢@50¢ on all killing cattle. Mixed yearlings reached \$14.40; long yearlings, \$14.25; rough but fat matured steers, \$13.75; other grain feds, down to \$13.00; inbetween and grassy steers, to \$11.50. Beef cows centered at \$7.75@9.25; heifers, \$9.50@11.50; cutters, \$6.00@7.25; bulls, \$9.00@9.50. Vealers selling largely at \$14.00.

HOGS—Advances of 35¢@50¢ featured the hog trade for the period, sorted 160- to 220-lb. weights reaching \$11.15; 230- to 325-lb. butchers going at \$10.50@11.00; packing sows, \$9.50@10.00; pigs 25¢ up, bulking \$11.25.

SHEEP—Uneven upturns featured the lamb trade, desirable natives selling largely at \$13.50@14.50, bucky lambs being discriminated against to the extent of \$1.00 over ewe and wether offerings. Most fat ewes turned at \$5.00@6.00 or steady, yearlings holding at \$10.00@11.50.

For the PACKER
who Cares

DEPENDABLE

KENNETT MURRAY



CHICAGO, ILL.

CINCINNATI, OHIO

EAST ST. LOUIS, ILL.

INDIANAPOLIS, IND.

DAYTON, OHIO

DETROIT, MICH.

LOUISVILLE, KY.

LAFAYETTE, IND.

MONTGOMERY, ALA.

NASHVILLE, TENN.

SIoux CITY, IOWA.

OMAHA, NEB.

There Must Be A Reason There Is!

July 6, 1929.

THE NATIONAL PROVISIONER

45

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, July 3, 1929.

CATTLE—A free movement market-ward of fed steers and yearlings from dry lots, and the fact that quality and finish were unusually good, drew liberal shipping orders. This proved a substantial support to the local market for the better grades of fed steers and yearlings, and an advance of 25@50c was recorded, with strictly choice weighty steers fully 50@75c higher. Part of this advance was also recorded on the better grades of fed heifers, with other she-stock and bulls, as well as warmed-up steers, quoted steady to 25c higher. Bulls also reflect a touch of betterment; veals, 50c lower. The peak of the advance was reached on a mid-week session, with choice weighty steers topping at \$16.00 and the bulk of fed steers and yearlings, \$13.25@15.50. Plain warmed-up steers, downward to \$12.00 and a little under; fed heifers, \$11.75@14.00; beef cows, \$8.25@10.00; grain feds, up to \$11.50 and a little above; cutter grades, \$6.00@7.75; medium bulls, \$8.50@9.25; practical veal top, \$13.50.

HOGS—While local supplies have been of liberal proportions, the heavy buying orders on the part of the shippers has tended to key up competition. The general trend to values for the period has been upward, with a net upturn quoted at 25@40c. The top on Wednesday reached \$11.10, paid for sorted 180- to 220-lb. averages.

SHEEP—Improvement in the dressed lamb trade at Eastern cities, coupled with lighter receipts, resulted in sub-

stantial advances on killing classes. Lambs and yearlings, 50@75c up; matured sheep, 25@35c higher for the period. Slaughter range lambs on Wednesday of this week sold at \$14.00@14.50; natives, \$13.75@14.00; top, \$14.10; fed clipped lambs, averages 80 to 88 lb., \$14.00; fed yearlings, 73 lb. average, \$12.50; slaughter ewes, \$5.75@6.50; top, \$6.60.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., July 3, 1929.

CATTLE—Better grade steers and yearlings scored 15@25c advances, while steady to strong prices prevailed for less attractive kinds. Choice long yearlings topped at \$15.60; heavy beefs reached \$15.50; steers, 1,100 lb. up, bulked at \$13.75@15.25, and lighter weights and yearlings sold largely at \$13.00@14.75. Fat she-stock showed mild strength after early weakness. Choice heifers made \$14.00, and cows bulked at \$8.25@10.25. Bulls declined 25c, and medium grades brought \$8.25@8.75 largely. Vealers suffered a 50c setback, only selects above \$13.50.

HOGS—Swine values showed 25@50c gains, with heavy butchers up most. Choice 180- to 280-lb. weights shared the late \$10.90 top, and most 160- to 280-lb. averages cleared at \$10.70@10.85. Butchers, 290 lb. up, bulked at \$10.50@10.65. Packing sows, \$9.60@10.00, smooth lights, \$10.15.

SHEEP—Fat lambs and better grade yearlings finished 50@75c higher. Choice fat range lambs topped at \$14.50, most natives cleared at \$14.00@12.50. Fat shorn ewes held, top, \$6.50.

KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered in April, 1929, based on reports from about 600 packers and slaughterers representing nearly 75 per cent of the total slaughter under federal inspection, is reported by the U. S. Department of Agriculture, with comparisons, as follows:

	Cattle		Hogs		Sheep and lambs	
	Steers	Cows and heifers	Bulls and stags	Barrows	Sows	Stags and boars
1928	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
Jan.	39.09	57.42	3.49	53.11	46.34	0.55
Feb.	45.02	51.14	2.94	53.97	45.64	.59
Mar.	49.26	47.58	3.16	53.45	45.05	.50
Apr.	52.60	44.15	3.25	51.55	47.78	.07
May	54.54	41.14	4.32	48.32	51.02	.06
June	52.12	43.17	4.71	44.21	54.85	.94
July	50.47	44.60	4.84	37.24	61.98	.78
Aug.	46.31	40.00	4.60	35.84	63.33	.63
Sept.	43.27	32.46	4.27	39.11	60.18	.71
Oct.	35.78	50.89	4.33	43.49	55.91	.60
Nov.	37.00	50.48	3.52	46.08	53.47	.45
Dec.	41.89	54.97	3.14	50.33	49.32	.35
Av.	45.34	50.78	3.88	48.04	51.38	.58
1929						
Jan.	47.54	49.44	3.02	52.48	47.15	.37
Feb.	49.01	48.06	2.93	53.08	46.53	.39
Mar.	50.95	45.66	3.39	51.41	48.04	.55
Apr.	54.79	41.44	3.77	49.37	49.75	.88

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at seven centers during the week ended Friday, June 28, 1929:

	Wk. ended June 28.	Prev. Cor. wk., week. 1928.
Chicago	125,305	120,061
Kansas City, Kans.	69,831	65,810
Omaha	55,500	46,300
*St. Louis	57,309	69,150
Sioux City	27,294	25,182
St. Paul	40,668	41,096
New York City	21,219	21,754

*Includes East St. Louis, Ill.

J. W. MURPHY CO.

Order Buyers

HOGS ONLY

Utility and Cross Cyphers
Reference any Omaha Bank

Union Stock Yards

Omaha, Nebr.

E. K. Corrigan

Exclusive Hog Order Buyer
Operating on Three MarketsSo. Omaha Kansas City So. St. Joseph
E. K. Corrigan Karl N. Soeder R. G. Symon

BANGS & TERRY

Buyers of Livestock

Hogs, Killing and Feeding Pigs

Union Stock Yards, South St. Paul, Minn.

Reference: Stock Yards National Bank. Any Bank in Twin Cities
Write or wire us

The Commission is the Same—Why not Get the Best?

Three A-1 Hog Buyers to Serve You

Write—Phone—Wire

Murphy Bros. & Company

Exclusively Hog Order Buyers
Telephone Yards 6124 Union Stock Yards, CHICAGOStrictly Hog Order Buyers on
Commission Only

GOOGINS & WILLIAMS

Long Distance Telephone Boulevard 9465
Union Stock Yards, Chicago

Order Buyers of Live Stock

McMurray—Johnston—Walker, Inc.

Indianapolis
IndianaFt. Wayne
Indiana

Do you buy your Livestock
through Recognized Pur-
chasing Agents?

R. R. Lewis Co.

Buyers Only

Hogs Cattle
Union Stock Yards, So. St. Paul, Minn.

RECEIPTS AT CENTERS

SATURDAY, JUNE 29, 1929.			
	Cattle.	Hogs.	Sheep.
Chicago	100	6,000	2,000
Kansas City	600	1,000	700
Omaha	100	7,000	3,000
St. Louis	200	3,000	500
St. Joseph	100	3,000	1,500
Sioux City	200	8,500	100
St. Paul	500	1,000	100
Oklahoma City	700	400	...
Fort Worth	100	500	...
Milwaukee	...	200	...
Denver	100	100	900
Louisville	200	600	1,200
Wichita	100	1,100	300
Indianapolis	100	3,500	200
Pittsburgh	100	600	100
Cincinnati	100	500	100
Buffalo	100	400	200
Cleveland	100	400	1,400
Nashville	100	400	1,400

MONDAY, JULY 1, 1929.			
	Cattle.	Hogs.	Sheep.
Chicago	14,000	48,000	11,000
Kansas City	8,000	13,000	6,000
Omaha	6,000	15,000	9,000
St. Louis	5,000	15,500	4,000
St. Joseph	2,000	8,500	6,000
Sioux City	5,000	8,500	2,300
St. Paul	5,000	12,500	700
Oklahoma City	600	1,100	...
Fort Worth	3,000	1,300	3,500
Milwaukee	300	1,200	100
Denver	1,700	1,600	1,000
Louisville	500	1,700	2,600
Wichita	1,000	2,900	400
Indianapolis	300	5,000	200
Pittsburgh	800	4,000	1,200
Cincinnati	1,400	3,200	400
Buffalo	1,000	1,700	1,000
Cleveland	700	3,300	1,500
Nashville	300	1,400	2,200
Toronto	800	600	...

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Wednesday, July 3, 1929, as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs and roasting pigs excluded):					
	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hyv. wt. (250-350 lbs.) med-ch.	\$10.00@11.25	\$10.05@11.30	\$10.25@11.00	\$10.40@11.05	\$10.40@10.90
Med. wt. (200-250 lbs.) med-ch.	\$10.85@11.50	\$11.00@11.55	\$10.65@11.10	\$10.85@11.15	\$10.65@11.15
Lt. wt. (160-200 lbs.) com-ch.	\$10.75@11.50	\$11.00@11.55	\$10.50@11.10	\$10.60@11.15	\$10.85@11.15
Lt. lt. (130-160 lbs.) com-ch.	\$10.50@11.50	\$10.85@11.50	\$10.00@11.10	\$10.15@11.05	\$10.75@11.15
Packing sows, smooth and rough	\$9.40@10.35	\$9.00@10.10	\$9.25@10.10	\$8.75@10.00	\$9.50@10.00
Sit. pigs (130 lbs. down) med-ch.	\$10.25@11.35	\$10.50@11.25	\$9.90@11.00	\$10.75@11.25	\$9.97@297 lb.
Av. cost & wt. Tue. (pigs excl.)	10.82-251 lb.	11.15-200 lb.	10.29-285 lb.	10.76-228 lb.	9.97-297 lb.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch	14.25@16.15	14.25@16.15	14.00@16.00	14.00@16.00	14.00@16.00
STEERS (1,300-1,500 LBS.):					
Choice	15.60@16.15	15.25@16.00	14.75@16.00	14.75@15.50	14.00@15.25
Good	14.25@15.60	14.25@15.25	14.00@14.75	13.75@14.75	13.00@14.00
STEERS (1,100-1,300 LBS.):					
Choice	15.50@16.15	15.25@16.00	14.75@16.00	14.50@15.50	14.00@15.25
Good	14.00@15.50	14.25@15.25	14.00@14.75	13.50@14.75	13.00@14.00
STEERS (950-1,100 LBS.):					
Choice	15.25@16.15	15.00@16.00	14.75@16.00	14.50@15.50	13.85@15.00
Good	13.50@15.25	14.00@15.00	13.50@14.75	13.25@14.50	12.85@13.85
STEERS (800 LBS. UP):					
Medium	12.50@13.75	11.50@14.00	12.25@13.50	11.50@13.75	11.85@12.85
Common	10.25@12.50	9.75@11.50	10.00@12.25	9.00@11.50	9.75@11.85
STEERS (FED CALVES AND YEARLINGS (750-950 LBS.):					
Choice	15.00@16.00	14.50@15.25	14.50@15.75	14.50@15.50	13.85@15.00
Good	13.50@15.00	13.50@14.50	13.25@14.50	13.25@14.50	12.90@13.85
HEIFERS (850 LBS. DOWN):					
Choice	14.25@15.00	14.25@15.00	13.50@14.75	13.75@14.75	13.50@14.50
Good	13.50@14.25	13.00@14.50	12.25@13.50	12.00@14.00	12.00@13.50
Common-med.	9.75@13.50	9.50@13.00	9.00@12.25	8.50@12.25	8.50@12.00
HEIFERS (850 LBS. UP):					
Choice	12.25@14.75	12.00@14.50	12.00@14.00	11.75@14.25	11.75@13.50
Good	11.00@14.25	10.75@13.75	10.00@12.00	10.50@13.50	10.50@12.50
Medium	9.50@13.50	9.00@12.25	9.00@10.00	10.00@12.00	9.50@11.25
COWS:					
Choice	11.00@12.25	10.50@11.50	10.50@11.75	10.50@11.50	10.00@11.75
Good	9.25@11.00	9.50@10.50	8.75@10.50	8.75@10.50	9.00@10.50
Common-med.	7.50@9.25	7.50@9.50	7.75@8.75	7.00@8.75	7.25@9.00
Low cutter and cutter	6.25@7.50	5.25@7.50	6.00@7.75	5.50@7.75	5.00@7.25
BULLS (YEARLINGS EXC.):					
Beef, good-ch.	10.15@11.50	9.75@11.00	9.25@10.50	9.00@10.25	9.50@10.25
Cutter-med.	7.75@10.25	7.25@9.75	7.25@9.25	7.00@9.00	7.75@9.50
CALVES (500 LBS. DOWN):					
Medium-ch.	10.50@13.00	9.50@13.00	9.75@12.75	9.00@13.00	9.00@12.00
Cull-common	7.50@10.50	6.50@9.50	6.50@9.75	6.00@9.00	7.50@9.00
VEALERS (MILK-FED):					
Good-ch	14.00@16.50	14.50@16.00	12.50@14.50	11.00@14.00	12.00@14.50
Medium	12.00@14.00	12.00@14.50	9.50@12.50	9.00@11.00	10.00@12.00
Cull-common	8.00@12.00	6.00@12.00	6.75@9.50	6.00@9.00	7.50@10.00
SLAUGHTER SHEEP AND LAMBS:					
Lambs (84 lbs. down)	14.25@15.25	13.50@14.50	13.75@14.50	13.75@15.00	13.75@15.00
Lambs (92 lbs. down)	12.50@14.25	12.00@13.50	12.50@13.75	12.50@13.75	12.50@13.75
Lambs (all weights)	11.00@12.50	9.00@12.00	11.00@12.50	10.00@12.50	10.00@12.50
Yearling wethers (110 lbs. down) medium-choice	8.00@12.40	8.75@11.75	8.00@12.50	8.25@11.50	8.25@11.50
Ewes (120 lbs. down) med-ch.	5.50@6.75	4.75@6.00	5.50@6.00	5.25@6.75	5.25@6.75
Ewes (120-150 lbs.) med-ch.	5.50@6.50	4.75@6.00	5.50@6.25	5.00@6.50	5.00@6.50
Ewes (all weights) cull-com.	2.50@5.50	1.50@4.75	1.50@5.50	2.00@5.25	2.00@5.25

TUESDAY, JULY 2, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	26,000	10,000
Kansas City	4,000	11,000	7,000
Omaha	7,500	20,000	9,000
St. Louis	3,500	17,500	7,000
St. Joseph	1,500	6,500	5,000
Sioux City	2,500	13,000	500
St. Paul	2,000	6,000	500
Oklahoma City	800	800	...
Fort Worth	2,000	900	1,200
Milwaukee	500	2,000	200
Denver	700	1,800	600
Louisville	300	1,000	2,100
Wichita	300	4,000	300
Indianapolis	1,100	9,000	800
Pittsburgh	100	1,000	300
Cincinnati	300	3,900	1,100
Buffalo	100	1,000	100
Cleveland	200	1,000	500
Nashville	400	1,000	1,300
Toronto	2,200	600	1,300

WEDNESDAY, JULY 3, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	6,500	21,000	10,000
Kansas City	2,500	8,500	1,000
Omaha	3,500	13,500	5,000
St. Louis	1,700	12,000	3,500
St. Joseph	1,300	8,500	2,400
Sioux City	1,000	6,500	500
St. Paul	1,500	8,000	600
Oklahoma City	300	1,200	...
Fort Worth	1,200	1,100	300
Milwaukee	400	1,200	200
Denver	300	700	3,500
Louisville	200	1,200	400
Wichita	200	1,700	400
Indianapolis	1,000	6,000	700
Pittsburgh	...	1,500	300
Cincinnati	200	2,000	1,000
Buffalo	100	1,000	400
Cleveland	200	1,500	400
Nashville	100	1,000	2,000
Toronto	800	900	800

THURSDAY, JULY 4, 1929.

Friday, July 5, 1929.			
	Cattle.	Hogs.	Sheep.
Chicago	4,000	33,000	11,000
Kansas City	7,500	17,500	4,500
Omaha	1,300	9,500	6,500
St. Louis	2,000	15,000	2,500
St. Joseph	1,200	5,000	4,000
Sioux City	1,500	5,000	500
St. Paul	1,900	4,500	900
Oklahoma City	700	1,600	100
Fort Worth	1,700	800	1,900
Milwaukee	300	1,300	100
Denver	600	1,400	7,700
Wichita	300	4,100	200
Indianapolis	1,200	6,000	7,000
Pittsburgh	...	2,500	500
Cincinnati	700	3,000	1,100
Buffalo	300	2,000	500
Cleveland	200	1,100	500

SLAUGHTER REPORTS

Special reports to The National Provisioner showing livestock slaughtered at 15 centers for the week ended June 29, 1929, with comparisons:

CATTLE.			
	Week ended June 29.	Prev. week.	Cor. week, 1928.
Chicago	17,000	19,405	10,613
Kansas City	2,198	16,900	21,732
Omaha	13,972	19,397	19,930
St. Louis	10,028	8,977	10,100
St. Joseph	5,913	6,102	7,773
Sioux City	8,505	7,915	7,400
St. Paul (incl. calves)	1,188	2,485	1,234
Fort Worth	8,210	7,540	8,210
Philadelphia	1,344	2,009	2,009
Indianapolis	1,052	1,603	2,151
Boston	959	1,183	1,183
New York & Jersey City	7,824	8,633	11,090
Oklahoma City	3,912	4,931	4,300
Cincinnati	3,513	3,710	3,281
Denver	2,943	2,342	...
Total	107,517	112,422	119,713

HOGS.			
	Week ended June 29.	Prev. week.	Cor. week, 1928.
Chicago	125,305	120,691	132,601
Kansas City	32,580	30,121	20,513
Omaha	59,032	44,338	30,141
St. Louis	28,000	28,423	21,010
St. Joseph	24,843	21,763	19,089
Sioux City	23,685	22,985	20,800
Wichita	6,011	9,603	7,003
Fort Worth	6,079	5,063	6,619
Philadelphia	...	12,108	16,755
Indianapolis	24,308	21,511	15,753
Boston	14,508	14,508	14,006
New York & Jersey City	32,957	29,729	49,370
Oklahoma City	5,335	5,608	6,034
Cincinnati	20,028	20,568	17,126
Denver	5,991	5,863	...
Total	398,223	394,233	376,913

SHEEP.

	Week ended June 29.	Prev. week.	Cor. week, 1928.
Chicago	39,293	41,162	50,983
Kansas City	22,597	26,352	21,262
Omaha	22,278	22,500	22,893
St. Louis	20,086	19,093	22,257
St. Joseph	23,337	18,382	21,748
Sioux City	3,140	1,635	2,050
Wichita	1,399	2,654	1,131
Fort Worth	7,323	9,936	8,808
Philadelphia	...	4,086	4,633
Indianapolis	718	1,150	1,696
Boston	...	4,762	3,254
New York & Jersey City	46,767	53,316	58,490
Oklahoma City	283	380	272
Cincinnati	1,229	1,979	2,

July 6, 1929.

THE NATIONAL PROVISIONER

47

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, June 29, 1929, with comparisons, are reported to The National Provisioner as follows:

CHICAGO

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,062	2,565	15,739
Swift & Co.	5,070	2,589	13,631
Morris & Co.	1,778	1,355	2,574
Wilson & Co.	2,778	2,631	7,539
Angle-Amer. Prov. Co.	935	691	...
G. H. Hammond Co.	1,799	807	...
Libby, McNeill & Libby.	677	...	...
Brennan Packing Co.	7,097	hogs; Independent	...
Packing Co., 680 hogs; Boyd, Lunham & Co.,	664	hogs; Western Packing & Provision Co.,	...
7,497 hogs; Agar Pkg. Co., 6,357 hogs; others,	33,596	hogs.	...
Totals: Cattle, 17,096; calves, 5,011; hogs,	66,529	sheep, 30,293.	...

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,073	533	6,935	4,215
Cudahy Pkg. Co.	2,429	824	4,475	5,794
Fowler Straub Co.	477	...	...	...
Morris & Co.	2,104	991	2,749	3,409
Swift & Co.	3,211	991	11,904	4,545
Wilson & Co.	3,094	361	4,976	4,507
Others	1,020	84	1,541	127
Total	14,414	3,784	32,530	22,597

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	5,528	12,441	5,041	...
Cudahy Pkg. Co.	4,614	13,584	5,541	...
Dold Pkg. Co.	1,021	8,159	...	...
Morris & Co.	2,711	8,279	2,455	...
Swift & Co.	4,155	11,228	7,392	...
Angle Pkg. Co.	9	...	...	...
M. Glassburg	30	...	...	...
Hoffman Bros.	11	...	...	...
Mayerowich & Vall	48	...	...	...
Omaha Pkg. Co.	12	...	...	...
J. Rife Pkg. Co.	87	...	...	...
J. Roth & Sons	75	...	...	...
So. Omaha Pkg. Co.	285	...	...	...
Lincoln Pkg. Co.	250	...	...	...
Nagle Pkg. Co.	326	...	...	...
Snider Pkg. Co.	529	...	...	...
Wilson & Co.	27,125	...	...	...
Others	19,095	80,816	20,729	...
Total	18,146	8,386	65,088	24,026

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,848	773	4,158	7,541
Swift & Co.	2,343	1,671	5,016	8,285
Morris & Co.	931	1,032	1,186	1,733
East Side Pkg. Co.	1,143	...	2,675	...
Amer. Pkg. Co.	211	201	1,611	...
Others	11,670	4,640	50,442	5,809
Total	18,146	8,386	65,088	24,026

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,022	523	11,738	15,066
Armour and Co.	1,693	403	6,188	4,762
Morris and Co.	973	171	6,719	2,819
Others	3,566	130	8,242	717
Total	8,254	1,227	32,887	24,254

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,981	158	10,877	1,230
Armour and Co.	3,120	158	10,804	933
Swift & Co.	1,840	173	5,870	1,035
Smith Bros.	5	...	90	...
Others	2,354	123	17,140	...
Total	10,300	612	44,781	3,198

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,123	683	2,264	179
Wilson & Co.	1,110	729	2,104	102
Others	74	...	625	2
Total	2,307	1,412	5,083	283
Not including 193 cattle and 252 hogs bought direct.	...	...	...	...

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	476	214	3,407	1,378
Jacob Dold Co.	259	29	2,281	21
Fred W. Dold	47	...	323	...
Wichita D. B. Co.	26	...	...	...
Dunn-Ostertag	115	...	...	...
Keefe-LeStourgeon	22	...	...	...
Total	945	243	6,011	1,399
Not including 65 cattle and 9,911 hogs bought direct.	...	...	...	...

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	816	48	1,671	1,039
Armour and Co.	1,021	153	1,522	1,063
Blaney-Murphy	476	73	1,679	...
Others	656	94	1,108	645
Total	2,969	368	5,980	2,747

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,270	3,475	14,496	925
Cudahy Pkg. Co.	475	1,039	...	...
Hertz Bros.	173	...	...	...
Swift & Co.	3,232	5,363	16,667	1,088
United Pkg. Co.	1,689	157	...	...
Others	870	52	8,309	13
Total	8,718	10,120	39,472	2,026

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,263	3,495	12,473	409
United D. B. Co.	38	...	...	...
R. Gumz & Co.	119	51	73	23
Armour and Co.	407	1,702	...	...
N. Y. B. D. M. Co.	16	...	...	...
Others	363	568	82	163
Total	2,146	5,816	12,628	595

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	984	2,118	20,703	1,962
Kinman & Co.	983	833	13,255	823
Armour & Co.	414	119	1,585	575
Indianapolis Abt. Co.	963	112	394	102
Hillemeyer Bros.	4	...	1,415	...
Brown Bros.	107	17	55	...
Schussler Pkg. Co.	10	...	398	...
Riverview Pkg. Co.	12	...	181	...
Melior Pkg. Co.	101	10	333	4
Ind. Prov. Co.	43	...	239	19
Maas Hartman Co.	26	16	...	...
Art Wabnitz	14	45	...	38
Hoosier Abt. Co.	15	...	...	...
Others	647	78	349	1,008
Total	4,353	3,342	38,817	4,531

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
Ideal Pkg. Co.	...	...	634	...
C. A. Freund	72	31	114	...
S. W. Galls Sons	...	9	...	329
J. Hilberz & Sons	...	112	...	77
Gus. Jungeling	250	143	...	89
E. Kahn's Sons Co.	825	236	1,565	320
Kroger G. & B. Co.	135	104	1,058	...
Lohrey Pkg. Co.	4	...	377	...
H. H. Meyer Co.	...	...	1,719	...
W. G. Behn & Sons	140	49	...	...
A. Sander Pkg. Co.	4	...	808	...
J. Schlachter's Son	144	208	...	165
J. & F. Schroth Co.	12	...	1,956	...
J. Vogel & Son	7	3	388	...
J. F. Stegner	182	139	...	54
J. B. Iretton	103	41	...	...
Foreign	265	1,140	3,078	5,193
Total	2,264	2,163	12,447	5,107
Not including 502 cattle, 108 calves and 10,956 hogs bought direct.	...	...	...	...

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended June 29, 1929, with comparisons:

CATTLE.

	Week ended, June 29, 1929.	Prev. week, June 22, 1928.	Cor. week, June 22, 1928.
Chicago	17,096	19,495	19,613
Kansas City	14,414	13,615	13,974
Omaha (incl. calves)	19,095	21,569	21,728
St. Louis	18,146	14,490	10,167
St. Joseph	8,254	8,094	8,820
Siooux City	10,300	9,447	8,504
Oklaoma City	2,307	3,617	2,721
Wichita	945	2,485	1,356
Denver	2,969	4,178	...
St. Paul	8,718	10,109	8,358
Milwaukee	2,146	2,61	2,108
Indianapolis	4,353	5,321	5,849
Cincinnati	2,264	1,560	1,799
Total	111,610	116,535	105,677

HOGS.

	Week ended, June 29, 1929.	Prev. week, June 22, 1928.	Cor. week, June 22, 1928.
Chicago	66,529	64,016	125,900
Kansas City	32,530	30,121	20,077
Omaha	80,816	70,093	90,471
St. Louis	65,088	65,976	21,015
St. Joseph	32,887	30,989	24,973
Siooux City	44,781	36,785	47
Oklaoma City	5,083	4,949	6,034
Wichita	6,011	6,063	13,231
Denver	5,980	8,092	...
St. Paul	39,472	40,632	40,109
Milwaukee	12,628	10,617	5,983
Indianapolis	38,817	33,384	37,9
Cincinnati	12,447	10,555	16,530
Total	445,069	415,212	425,919

SHEEP.

	Week ended, June 29, 1929.	Prev. week, June 22, 1928.	Cor. week, June 22, 1928.
Chicago	39,293	41,162	50,983
Kansas City	22,597	26,352	29,976
Omaha	20,729	23,805	26,980
St. Louis	24,026	20,760	22,257
St. Joseph	24,254	18,382	24,973
Siooux City	3,198	1,301	1,724
Oklaoma City	283	380	272
Wichita	1,399	2,654	1,131
Denver	2,747	2,866	...
St. Paul	2,026	2,186	1,541
Milwaukee	595	733	733
Indianapolis	4,531	4,814	5,802
Cincinnati	5,137	5,935	1,335
Total	150,813	151,729	158,707

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 24	17,386	2,386	44,324	13,570
Tues., June 25	5,371	1,673	22,116	3,256
Wed., June 26	6,577	2,646	20,895	14,744
Thur., June 27	5,072	2,435	25,057	6,499
Fri., June 28	1,534	648	13,462	7,338
Sat., June 29	100	200	6,000	1,000
This week	30,045	10,288	132,454	40,407
Previous week	41,063	12,075	122,327	47,224
Year ago	41,615	12,673	146,753	63,975
Two years ago	45,978	10,721	168,463	50,842
Total receipts for month and year to June 29, with comparisons:	...	...	...	...

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 24	4,005	22	9,741	276
Tues., June 25	1,790	76	4,536	450
Wed., June 26	1,833	57	2,431	1,601
Thur., June 27	2,315	50	3,857	1,840
Fri., June 28	538	74	5,817	520
Sat., June 29	100	...	200	...
This week	10,601	279	26,842	4,096
Previous week	10,713	118	19,589	4,242
Year ago	12,718	283	31,796	10,225
Two years ago	13,996	132	37,465	12,598

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lams.
Week ended June 29	\$14.05	\$10.75	\$5.85	\$14.05
Previous week	14.55	10.85	5.85	14.95
1928	14.25	10.25	5.85	16.35
1927	11.35	8.65	5.60	14.15
1926	9.70	14.10	5.75	15.55
1925	11.25	13.25	7.75	16.10
1924	8.75	6.90	5.00	13.60
Av., 1924-1928	\$11.05	\$10.65	\$6.00	\$15.15

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended June 29	25,000	99,000	41,000
Previous week	30,380	102,478	42,982
1928	39,897	114,957	53,750
1927	31,982	130,818	47,244
1926	39,479	92,875	51,332
1925	30,017	99,974	48,472
1924	29,330	162,234	50,038

*Saturday, June 29, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weights and tops and average prices of hogs, with comparisons:

When YORK engineers plan your refrigeration and YORK systems supply it, you can be certain of its economy, efficiency and exactness to a "split degree."



YORK Refrigeration saves money for the meat industry by minimizing spoilage and waste. The illustrations show a YORK installation in a modern packing house.

YORK engineers have devoted years of study to the refrigeration requirements of the meat industry. YORK equipment is made in types and sizes to meet these requirements—whether for a great packing house or a small retail store.



YORK engineers' advice is free to all who use refrigeration.

Y O R K
ICE MACHINERY CORPORATION
Y O R K  P E N N A

July 6

The Medford storage Har Vancou covered of a entire \$2,000

New ning t nals b cold s matel

The Alpin its p storag

A Ice & Mo., I side I

The R. L., storag Mass.

OVER

A er ty use from are c tory. were vaal being cold hour four

TH were ture was Bay cont ditio

In side F., load in g

T car tem bein ney exc atu of to 3

I cati the lon be the tra fri in an Col

Ice and Refrigeration

REFRIGERATION NOTES.

The Medford Ice & Cold Storage Co., Medford, Ore., will erect a 2-story cold storage and ice plant in the near future.

Harbor improvements planned by the Vancouver Harbor Commissioners, Vancouver, B. C., include the construction of a cold storage plant. Cost of the entire project is estimated at more than \$2,000,000.

New York Central Railroad is planning the construction of a food terminals building at Cleveland, O., to include cold storage facilities, to cost approximately \$1,000,000.

The Watson-Anderson Grocery Co., Alpine, Tex., is building an addition to its properties there, to include cold storage facilities.

A portion of properties of the Cape Ice & Cold Storage Co., Cape Girardeau, Mo., has been purchased by the Riverside Ice & Fuel Co.

The Rhode Island Ice Co., Providence, R. I., has acquired control of the cold storage and ice properties at Fall River, Mass.

OVERHEAD BUNKER TYPE CARS.

A number of the new overhead bunker type refrigerated cars are now in use on South African railways, and from the results of a recent test, they are considered to be perfectly satisfactory. Four consignments of peaches were loaded into the cars in the Transvaal and shipped to Capetown. Before being loaded the fruit was precooled in cold storage for a period of forty-eight hours, and the trucks were iced twenty-four hours previous to loading.

The results of the four consignments were as follows: The inside temperature of the first car when dispatched was 35° F., and when opened at Table Bay the temperature was 37° F., the contents of the car being in good condition.

In the case of the second car the inside temperature when loaded was 35° F., and 36.5° F. when opened for off-loading, the fruit having also arrived in good condition.

The inside temperature of the third car was 33° F. when loaded, a uniform temperature of between 32° and 34° F. being maintained throughout the journey of 55 hours. The fruit arrived in excellent condition. The inside temperature of the fourth car on completion of loading was 35° F., and from 35° to 37° F. on arrival at destination.

It is stated that these results, indicating as they do the extent to which the temperature was kept down on the long, hot journey to Cape Town, may be regarded as very satisfactory. And they justify the action of the administration in having provided special refrigerator cars of this type, 38 being in service at present for the conveyance of this class of traffic.—Ice and Cold Storage.

TARIFF ON CORKBOARD.

Included in tariff hearings before the U. S. Senate Committee on Finance was a hearing held on Thursday, June 27, on cork as an insulating material.

Data submitted by American manufacturers of corkboard were similar to those brought out before the House Committee on Ways and Means at an earlier date. This data called attention to the rapid increases in the import of corkboard since 1923, when 18,000,000 ft. b.m. of finished corkboard were imported, compared with 63,000,000 ft. in 1927. These importations have taken place under a 30 per cent ad valorem duty.

It is claimed that the average sales of imported corkboard have been made at 1½¢ per ft. b.m. less than the American manufacturers' manufacturing cost, before selling expense or profit are considered.

Sharp declines in the production of corkboard by American manufacturers have been taking place, it is said, in pointing out that the present ad valorem duty is not sufficient to protect the American production.

In their plea for an increased tariff the American producers of corkboard say that unless further tariff relief is given there will be a cessation of the manufacture of this product in the United States, and the transfer of the manufacture to foreign points where proximity to the raw material and low labor costs can be taken advantage of in supplying the American market.

FITHEN JOINS JAMISON.

J. V. Jamison, Jr., president of the Jamison Cold Storage Door Company, Hagerstown, Md., and of the Stevenson Cold Storage Door Company, Chester, Pa., has announced the appointment of Taylor Fithen as Southern traveling representative for both companies.

With a background of engineering education and experience, Mr. Fithen became associated with the cold storage and refrigerating industry as director of sales for a door manufacturing company, and has established a wide circle of friends in the industry. Mr. Fithen is particularly remembered for his splendid work as chairman of the exhibit committee at the Louisville, Ky., meeting of the National Association of Practical Refrigerating Engineers, putting across what was probably the largest and most successful educational exhibition of modern refrigerating equipment and supplies ever held by this association. He is also an associate member of the American Society of Refrigerating Engineers.

Mr. Fithen will make his headquarters at the Hagerstown, Md., office of the Jamison Company.

ONE-MAIN CHAIN STORE.

(Continued from page 28.)

sausage in the company's markets soon outgrew the capacity of the plant and the trimmings available for sausage so that the plant was enlarged and sausage meat was purchased.

The demand has again outgrown the plant capacity but is not yet large enough to justify further expansion in the judgment of executives, so that the sausage factory is producing only four kinds of sausage and the rest is purchased.

The profits derived from sausage manufacture are considerable. It is worthy of note that the executives, instead of anticipating demand by enlarging the plant capacity, thus having to carry investments in idle machinery, wait until demand is large enough to make possible the installation of another unit to be operated full time.

Problems of Personnel.

The personnel question is perhaps the most difficult of all questions with which the meat chain has to deal. To find a well-qualified butcher and salesman who presents a good appearance and who inspires confidence is not easy.

The market manager, no matter how much he is supervised and helped, can make or ruin a market, depending upon his ability and industry. Thus, above all else, a successful market must have a well-trained and skilled man in charge. The qualifications the management tries to secure in a manager are:

- 1—Good personal appearance.
- 2—Sober habits.
- 3—Courteous manner.
- 4—Honesty.
- 5—Experience (as a butcher and as a salesman).
- 6—Ambition.

To find a man with these characteristics is quite a job and is one of the most important reasons why this chain is not opening markets at a greater speed. However, once they are found and given some training in the company's methods, they usually prove to be really worth while employees. The company has employed a good many managers of German extraction, because they seem naturally fitted to conduct a meat trade.

Maintains School of Salesmanship.

Being a good butcher is not the whole story of success. The superintendent of markets believes that the greatest trouble with the old market has been the lack of salesmanship as applied to other lines of trade.

Therefore, two of the company's markets have been designated as training schools for future market managers. In each of these two markets an expert combined butcher and salesman is employed, and working under him are one or two apprentices whom he trains in company methods and in salesmanship as it can be used in the meat market.

The length of the training period varies from two weeks and up, depending upon the ability of the apprentice and the need for the market manager. If the training manager does not believe, at the end of the first week, that

Savings* with Bloom Systems of Brine Spray Refrigeration

A Combination of Engineering Skill and Experience

Investigate the savings that can be made in *increased turnover** and *economical application** of refrigeration. Learn how you can easily *avoid losses** due to souring or frosted products.

Brine Spray Refrigeration for Beef and Hog Chill Rooms and Meat Coolers, and Air Conditioning Systems for Sausage Rooms are superior when installed by Bloom.

[Humidity Control Systems Building Cooling Systems
Brine Sprays Air Coolers Drying Systems
Boiler Type Refrigerating Coils]

S. C. BLOOM & COMPANY

MONADNOCK BLOCK

Manufacturers—Contractors—"Specialists to Packers"

CHICAGO, ILL.

the apprentice will make a good market manager, he is discharged. If at the end of the second week the apprentice is not yet qualified to handle a market, his training is continued until such time as the training manager thinks he is.

Defects in Training System.

This method of training is a great improvement over the old idea that all one had to do to run a market was to learn how to cut meat. But there is much still to be desired even in this method, for the training plan is not well thought out and is very largely up to the training market manager, who may or may not be a good teacher no matter how good a manager he may be.

The training is not comprehensive enough and lacks much that the com-

pany could well afford to give the employee at this time. It is remarkable what a small amount of carefully prepared and presented information will do to help the average clerk master his job.

Many companies have found it well worth while to put their employees through an elaborate training period, and while it is easy to over-do the idea, chains as a rule cannot be charged with being guilty of overtraining.

The duties of the manager are varied because he is the only employee. They include:

Duties of Market Managers.

- 1—Ordering for the market.
- 2—Checking merchandise received against the invoice.
- 3—Cutting the meat (usually done during slack periods of selling).

4—Making the displays in the display counter.

5—Waiting on trade.

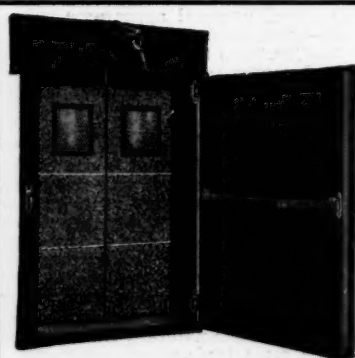
6—Keeping the market clean (sweeping, oiling floor, scrubbing, washing display counter and refrigerator, cleaning windows and mirrors, etc.).

7—Making reports to the home office.

8—Making daily bank deposits.

These duties need little comment. It is evident that, since the manager must be his own clerk, janitor, meat cutter, trimmer and buyer, he does not have much spare time. Consequently his work must be made as easy and as simple as possible. For this reason labor-saving machinery has been installed and only a few short reports are required.

In his next article Mr. Witte will describe the methods of inventory control employed by this typical one-man chain.



The Stevenson "Door That Cannot Stand Open"—the greatest money-saving door ever invented for busy doorways. Always closed except when filled with passing goods or man.

Shall we send you complete description?

Ready to Ship--NOW!

Cold storage doors*—in all standard, most-used sizes—are kept crated in our various stockrooms, ready to ship the day we receive your order. Write or wire nearest office for stock list of sizes.

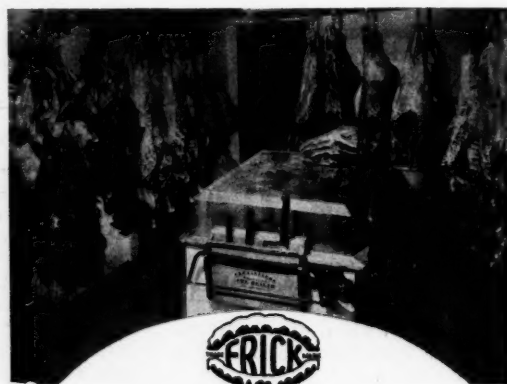
*Available with WEDGETIGHT Fastener, if desired. No extra cost on "Door That Cannot Stand Open."

STEVENSON COLD STORAGE DOOR CO.
Chester, Pa. Established 1888 U. S. A.

New York, Chicago, San Francisco, Los Angeles.
Special Traveling Representative for Southern States,
address Chester Office

Stevenson

REGULAR COLD STORAGE DOORS - SPECIAL
FREEZER DOORS - OVERHEAD TRACK DOORS



Refrigeration

For the safe storage of meats, fish, poultry, game, dairy products, fruits, vegetables and other foods, Frick Refrigeration offers many distinct advantages.

Safe, economical, durable machinery—preferred by managers and engineers for nearly 50 years.

Write for Ice and Frost bulletins.

Frick Company

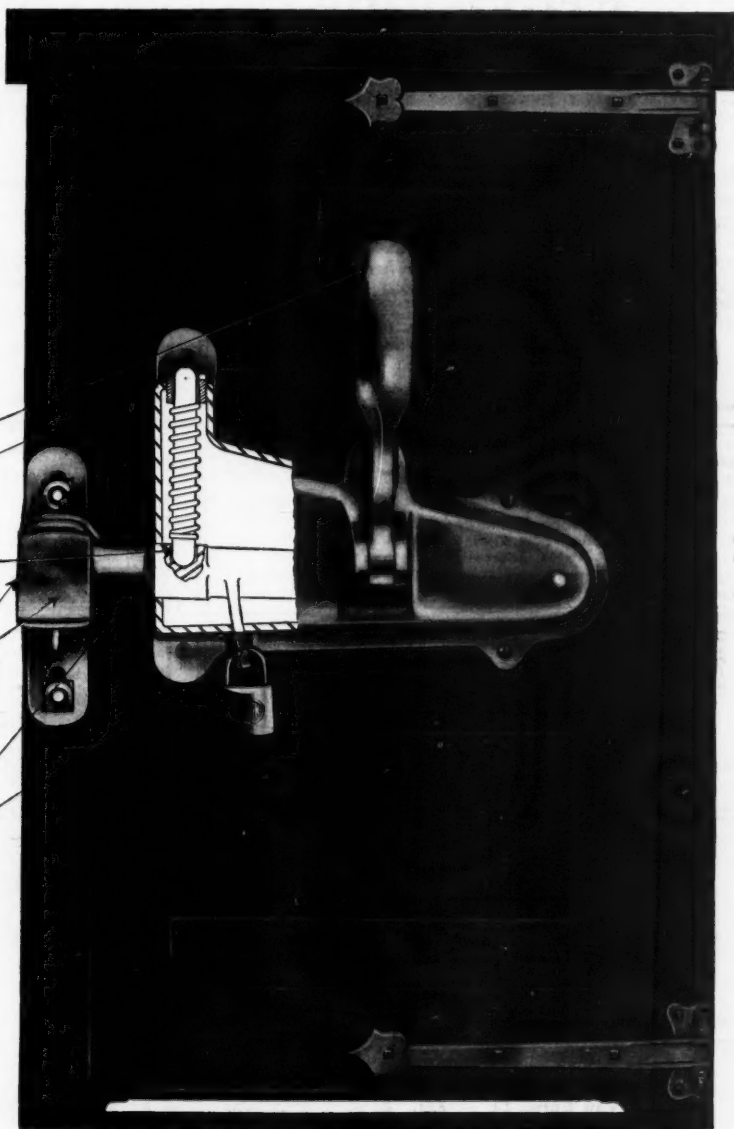
Victor Standards ~ ~ ~ alike in doors and hardware

7

Distinctive Reasons

why Victor Doors are recognized as "Standard" by leading Architects and Engineers.

- DOUBLE ACTING.
- SPRING REPLACEABLE WITHOUT REMOVING FASTENER FROM DOOR.
- SPRING POSITION GIVES MAXIMUM PRESSURE AGAINST KEEPER YET EASE OF OPERATION.
- CASE HARDENED ROLLER PIN.
- WEDGE TYPE KEEPER - NO SHIMS REQUIRED FOR ADJUSTING.
- DROP FORGED STEEL.
- SELF CONTAINED LOCKING DEVICE.



Victor Standard Refrigeration Units cost no more than near similar products.

VICTOR PRODUCTS CORPORATION

formerly VICTOR COOLER DOOR CO., INC.

MAIN OFFICE AND PLANT HAGERSTOWN, MD.

VICTOR AGENTS AND DISTRIBUTORS

Allan Ice Machine Co., 36th & K Sts., Omaha, Nebr.
Central Engineering & Supply Co., 2615 Latimer St., Dallas, Texas
J. A. Congleton, 1116 Acuff St., Houston, Texas
Columbus Iron Works, Columbus, Ga.
Edwards Ice Machine & Supply Co., 5749 Landregan St., Oakland, Calif.
Edwards Ice Machine & Supply Co., 3622 E. Marginal Way, Seattle, Wash.

W. C. Phillips Co., 1274 Folsom St., San Francisco, Cal.
Louis A. Roser, 254 W. First South, Salt Lake City, Utah
Southern States Insulating Co., 4th Floor Candler Annex, Atlanta, Ga.
H. T. Steffee, 930 Tchoupitoulas St., New Orleans, La.
Warren & Bailey Co., 214 E. Third St., Los Angeles, Cal.
Factory Supply Co., 2121 Ave. D, Birmingham, Ala.

F. C. ROGERS**BROKER****Provisions**

Philadelphia Office
Ninth & Noble Streets
New York Office
New York Produce Exchange

**The Davidson
Commission
Co.**

Packing House Products
Oldest Brokers in Our Line

Tallow, Grease, Provisions, Oils
Tankage, Bones, Cracklings, Hog Hair
Carcass Beef—F. S. Lard—Green Pork
Boneless Beef—Ref. Lard—Cured Pork
Quick Reliable Service Guaranteed
Seven Phones 175 W. Jackson Blvd.
All Working CHICAGO
Wabash 2604-5-6-7-8

JOHN H. BURNS CO., BrokerExport *Packing House Products* Domestic407 Produce Exchange, New York City
Member New York Produce Exchange

Cable Address: "Jonburns"

Codes: Cross, Kelly, Utility (Livestock Ed.) Lieber's (5th Ed.)
Rep., Wyanetskill Mfg. Co., Stockinettes, Troy, N. Y.**H. PETER HENSCHEN****Architect**

1637 Prairie Ave., Chicago, Ill.

PACKING PLANTS AND COLD STORAGE CONSTRUCTION**Cold Storage Installation**

All Kinds of Refrigerator Construction

JOHN R. LIVEZEY

Glenwood Avenue, West 22nd St., Philadelphia, Pa.
526-539 St. Paul St., Baltimore, Md.
902 Woodward Bldg., Washington, D. C.

Main Office
140 W. Van Buren St.
CHICAGO, ILL.
All Codes

E. G. JAMES COMPANY**PROVISION BROKERS**

Beef, Provisions, Packing House Products,
Tallow, Greases, Fertilizer Materials, Bone
Materials, Animal Feeds, Whale Guano
Bird Guano



We trade in Domestic, Canadian, European,
Australian, New Zealand and South
American products on
brokerage basis.

On request, our complete provision, fresh meat, packing-house products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

J. C. Wood - Robt. BurrowsGive Each Order Their
Personal Attention

**30
YEARS
Serving
Packers**

*Cash Provisions - Beef - Etc**Future Provisions - Grain and Cotton***Members Chicago Board of Trade***Daily Price List Sent on Request*Central
6889**J. C. Wood & Co.**

105 W. Adams Street

BROKERS

CHICAGO

W. J. Lake & Company, Inc.Brokers, Importers and Exporters for the
Pacific Coast Market

Provisions, Fats, Oils and all By-Products

SEATTLE, WASH. All Codes PORTLAND, ORE

H. C. GARDNER**F. A. LINDBERG****GARDNER & LINDBERG**
ENGINEERS

Mechanical, Electrical, Architectural

SPECIALTIES, Packing Plants, Cold Storage, Manufacturing
Plants, Power Installations, Investigations

1124 Marquette Bldg.

CHICAGO

W. P. Battle & Co.**Cotton Seed Products**

57 and 58 PORTER BLDG.

Memphis

Tenn.

GEO. H. JACKLE*Broker*Tankage, Blood, Bones, Cracklings, Bonemeal,
Hoof and Horn Meal

40 Rector St.

New York City

Branch Offices
148 State St.,
BOSTON, MASS.

Drivers and Mechanics
Bank Building,
BALTIMORE, MD.

We specialize in taking care of the requirements of buyers located all over the United States and Canada. Offerings telegraphed promptly on receipt of inquiries.

Chicago Section

W. L. McCauley, of the operating staff of Swift International, returned recently from a ten-months trip abroad.

Frank J. Sullivan, president of the Sullivan Packing Co., Detroit, Mich., spent a day or two in the city this week.

Packers' purchases of livestock at Chicago for the first three days of this week totaled 15,985 cattle, 4,200 calves, 41,739 hogs and 22,356 sheep.

Stanley Hess of the E. G. James Co., Chicago, brokers, is leaving early this coming week for a fishing trip amid the lakes of Northern Wisconsin.

George L. Franklin, president, Dunlevy-Franklin Co., Pittsburgh, Pa., passed through Chicago last week on his way to the Lake of the Woods, Canada, for a fishing trip.

Samuel Slotkin, president of Hygrade Provision Co., New York City, with which Allied Packers, Inc. is being merged, was a visitor to Chicago last week in the course of a Western trip.

Provision shipments from Chicago for the week ended June 29, 1929, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk.
		1928.	
Cured meats, lbs.	25,543,000	23,697,000	19,094,000
Fresh meats, lbs.	33,287,000	35,523,000	33,556,000
Lard, lbs.	5,203,000	6,077,000	6,764,000

F. Wm. Schmidt of the Davidson Commission Co., Chicago, is spending a couple of weeks in Canada. Bill is an enthusiast over fishing, as well as golfing, and he started out with a full line of the most enchanting bait for the most fastidious fish. He knows where to go and usually gets results.

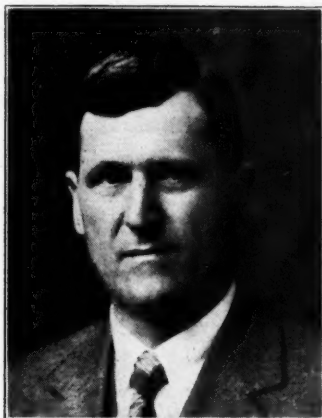
Out-of-town packers in Chicago this week attending a meeting of the Committee on Purchasing Practice of the Institute of American Packers included John G. Hormel, Geo. A. Hormel & Co., Austin, Minn., chairman of the committee; E. P. Dunn, Cudahy Brothers Co., Cudahy, Wis.; S. A. Grow, Jacob E. Decker & Sons, Mason City, Ia.; D. L. Hoff, Rath Packing Co., Waterloo, Ia.; A. D. Kessler, St. Louis Independent Packing Co., St. Louis, Mo.; B. W. Robb, Jacob Dold Packing Co., Buffalo, N. Y., and Harry M. Shulman, Hammond Standish & Co., Detroit, Mich.

APPOINTED TO FARM BOARD.

The livestock representative on the new Federal Farm Board will be C. B. Denman of Missouri, president of the National Live Stock Producers Association, which operates in 12 states and does an annual business of \$150,000,000. Mr. Denman is one of the five members of the board so far appointed by President Hoover.

Alexander Legge of Chicago, president of the International Harvester Co., will be chairman of the board, and James C. Stone of Lexington, Ky., a founder and president of the Burley Tobacco Growers Cooperative Association, vice-chairman.

Other members so far appointed are C. C. Teague, president of the California Fruit Growers Exchange, also of the California Walnut Growers' Exchange, Carl Williams of Oklahoma



C. B. DENMAN.

Cooperative livestock marketing representative on the new Federal Farm Board.

Mr. Denman is president of the National Livestock Producers' Association, and a practical livestock man in every sense.

City, former president of the American Cotton Growers Exchange, vice-chairman of the National Council Farmers' Cooperative Market Association.



BRITISH BACON EXPERTS HERE.

Left to right—E. Glynne Jones, Brierley Hills, Staffordshire, and Frank Allen, Birmingham, England, in charge of plants of Marsh & Baxter, Ltd., leading British bacon curers, who kill over 50 per cent of the hogs slaughtered in Great Britain.

These British bacon experts recently visited the United States, and are shown here as the guests of John J. Dupps, Jr., vice-president of the Cincinnati Butchers' Supply Co., as they inspected Cincinnati packing plants. They have installed the latest type of hog dehairing machines in their plants.

tion. The Secretary of Agriculture, Arthur M. Hyde, will be an ex-officio member of the board.

TRADE GLEANINGS

The Lauderdale Cotton Oil Co., Meridian, Miss., is constructing a new seed warehouse, to cost approximately \$25,000.

Construction of a 3-story plant at Flushing, N. Y., is planned by the H. C. Bohack Co. of Brooklyn, to cost about \$60,000.

The Southern Canning Co., San Antonio, Tex., plans the erection of a slaughterhouse and meat canning plant at an estimated cost of \$35,000.

The National Stock Yards, Jacksonville, Fla., effective June 1, 1929, became designated as a public stockyards as defined by the U. S. Bureau of Animal Industry.

The Cudahy Packing Co. soon will award contracts for constructing additions to its plant at Los Angeles, Calif., to include 3-story enlargement of lard refinery, a hydrogenating plant, etc.

The West Albany Stock Yards, Albany, N. Y., has ceased to be designated as a public stockyards as defined by the U. S. Bureau of Animal Industry, according to announcement by the bureau.

Negotiations are under way by the Great Atlantic & Pacific Tea Co. for acquiring a site at Terre Haute, Ind., on which it is planned to erect a \$500,000 food products plant. Plans also are under way for constructing a 4-story warehouse at Indianapolis, Ind., to cost \$150,000.

APRIL MEAT CONSUMPTION.

The amount of federally inspected meats apparently available for consumption in April, 1929, with comparisons, is reported by the U. S. Bureau of Agricultural Economics as follows:

BEEF AND VEAL			
		Consumption, Lbs.	Per capita consumption, Lbs.
April, 1929	.....	415,000,000	3.4
March, 1929	.....	390,000,000	3.2
April, 1928	.....	381,000,000	3.2
PORK AND LARD			
April, 1929	.....	559,000,000	4.6
March, 1929	.....	552,000,000	4.6
April, 1928	.....	529,000,000	4.4
LAMB AND MUTTON			
April, 1929	.....	46,000,000	.38
March, 1929	.....	41,000,000	.34
April, 1928	.....	38,000,000	.32
TOTAL MEATS			
April, 1929	.....	1,021,000,000	8.4
March, 1929	.....	983,000,000	8.1
April, 1928	.....	947,000,000	7.9

TEMPERATURE CONTROL HEADS.

Consolidated Ashcroft Hancock Company, Inc., announce the change in address of their general sales offices from New York to Bridgeport, Conn., effective July 1st. G. A. Binz has been appointed assistant to the vice president in direct charge of industrial sales research. W. P. Bradbury has been appointed general sales manager. N. B. Carlton has been appointed Western sales manager, to be located at Chicago.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading, Wednesday,
July 3, 1929.

Regular Hams.	
	Green.
8-10	23 1/4
10-12	23
12-14	22 3/4
14-16	22 1/2
16-18	22 1/4
18-20	22 1/2
20-22	22 1/4

S. P. Boiling Hams.

H. Run.	
	Select.
10-18	22 1/4
18-20	22 1/4
20-22	22 1/4

Skinned Hams.

Green.	
10-14	24
14-16	24
16-18	23 1/4
18-20	23 1/4
20-22	21
22-24	20 1/4
24-26	18 1/4
26-28	17 1/4
30-35	17

Picnics.

Green.	
4-6	15
6-8	14 1/4
8-10	13 1/4
10-12	13 1/4
12-14	13 1/4

Belles.*

Green.	
6-8	21
8-10	19 1/4
10-12	18 1/4
12-14	17 1/4
14-16	16 1/4
16-18	16 1/4

*Square Cut and Seedless.

D. S. Belles.

Clear.	
14-16	15 1/4
16-18	15 1/4
18-20	15 1/4
20-22	15
22-24	15
24-26	14 1/4
26-28	14 1/4

D. S. Fat Backs.

8-10	11 1/4
10-12	11 1/4
12-14	11 1/4
14-16	12
16-18	12 1/4
18-20	13 1/4
20-22	13 1/4

D. S. Rough Ribs.

45-50	14
55-60	13 1/4
65-70	13 1/4
75-80	13 1/4

Other D. S. Meats.

Extra short clears.	35-45
Extra short ribs.	35-45
Regular plates.	6-8
Clear plates.	4-6
Jowl butts.	9 1/4

FUTURE PRICES.

SATURDAY, JUNE 29, 1929.

	Open.	High.	Low.	Close.
LARD—				
June	11.87 1/2	11.92 1/2	11.87 1/2	11.87 1/2n
July	12.25	12.25	12.22 1/2	12.22 1/2ax
Sept.	12.37 1/2	12.40	12.35	12.35
Oct.	12.47 1/2	12.47 1/2	12.42 1/2	12.42 1/2ax
CLEAR BELLIES—				
July	14.90	14.90	14.85	14.85
Sept.	15.20	15.22 1/2	15.17 1/2	15.17 1/2
Oct.	15.20	15.20	15.15	15.25ax
SHORT RIBS—				
July	13.55b	13.55b	13.55b	13.55b
Sept.	13.82 1/2	13.82 1/2	13.82 1/2	13.82 1/2

MONDAY, JULY 1, 1929.

	Open.	High.	Low.	Close.
LARD—				
July	11.87 1/2-90	11.92 1/2	11.82 1/2	11.82 1/2=b
Sept.	12.22 1/2-25	12.25	12.20	12.20ax
Oct.	12.42 1/2	12.42 1/2	12.30	12.30=b
Dec.	12.47 1/2	12.47 1/2	12.37 1/2	12.37 1/2=ax
CLEAR BELLIES—				
July	14.75	14.75	14.65	14.70
Sept.	15.20	15.20	15.05	15.15b
Oct.	15.10	15.20	15.10	15.20b
SHORT RIBS—				
July	13.55n	13.55n	13.55n	13.55n
Sept.	13.85ax	13.85ax	13.85ax	13.85ax

TUESDAY, JULY 2, 1929.

	Open.	High.	Low.	Close.
LARD—				
July	11.85	11.85	11.80	11.85
Sept.	12.20	12.20	12.10	12.17 1/2b
Oct.	12.32 1/2	12.32 1/2	12.25	12.30b
Dec.	12.42 1/2	12.42 1/2	12.32 1/2	12.37 1/2b
CLEAR BELLIES—				
July	15.10	15.10	15.05	14.67 1/2ax
Sept.	15.10	15.10	15.05	15.07 1/2
Oct.	15.10	15.10	15.05	15.12 1/2ax
SHORT RIBS—				
July	13.50ax	13.50ax	13.50ax	13.50ax
Sept.	13.80ax	13.80ax	13.80ax	13.80ax

WEDNESDAY, JULY 3, 1929.

	Open.	High.	Low.	Close.
LARD—				
July	11.85	11.87 1/2	11.85	11.85b
Sept.	12.20	12.20	12.17 1/2	12.17 1/2ax
Oct.	12.32 1/2	12.32 1/2	12.30	12.32 1/2ax
Dec.	12.45	12.45	12.42 1/2	12.42 1/2ax
CLEAR BELLIES—				
July	14.70	14.72 1/2	14.70	14.72 1/2
Sept.	15.05	15.12 1/2	15.02 1/2	15.12 1/2
Oct.	15.15	15.15	15.15	15.15
SHORT RIBS—				
July	13.50ax	13.50ax	13.50ax	13.50ax
Sept.	13.85b	13.85b	13.85b	13.85b

THURSDAY, JULY 4, 1929.

Holiday—No Market.

FRIDAY, JULY 5, 1929.

	Open.	High.	Low.	Close.
LARD—				
July	11.90	11.90	11.85	11.85
Sept.	12.17 1/2	12.22 1/2	12.17 1/2	12.17 1/2
Oct.	12.35	12.37 1/2	12.32 1/2	12.32 1/2ax
Dec.	12.47 1/2	12.47 1/2	12.42 1/2	12.42 1/2ax
CLEAR BELLIES—				
July	14.70	14.72 1/2	14.70	14.72 1/2n
Sept.	15.15	15.17 1/2	15.15	15.15
Oct.	15.25	15.25	15.22 1/2	15.22 1/2
SHORT RIBS—				
July	13.50n	13.50n	13.50n	13.50n
Sept.	13.80n	13.80n	13.80n	13.80n

Key: ax, asked; b, bid; n, nominal; = split.

CANNED MEAT EXPORTS.

Domestic exports of canned meats from the United States during April, 1929, according to the U. S. Bureau of Foreign and Domestic Commerce, were as follows:

Beef, 233,747 lbs., valued at \$76,482; pork, 958,115 lbs., valued at \$348,735; sausage, 201,297 lbs., valued at \$69,318; other canned meats, 211,948 lbs., valued at \$58,295; total canned meats, 1,605,107 lbs., valued at \$552,830.

Shipments of canned meats from this country to non-contiguous territory: Alaska — Beef, 51,611 lbs., \$10,682 value; sausage, 9,701 lbs., \$2,507 value. Hawaii — Beef, 224,926 lbs., \$39,892

CHICAGO RETAIL MEATS

Beef.

Week ended, July 2, 1929.		Cor. wk. 1928.	
No. 1.	No. 2.	No. 1.	No. 2.
Rib roast, hvy. end.	35	16	35
Rib roast, lt. end.	45	35	20
Chuck roast	32	27	21
Steaks, round	45	40	25
Steaks, sirloin 1st cut	50	40	25
Steaks, porterhouse	60	45	25
Steaks, flank	28	25	18
Beef stew, chuck	27	22	17
Corned briskets, boneless	28	24	18
Corned plates	20	18	10
Corned rumps, bns.	25	22	18

Lamb.

Good.		Com.	
Hindquarters	35	33	40
Legs	36	34	42
Stews	22	15	25
Chops, shoulder	25	20	25
Chops, rib and loin	50	25	60

Mutton.

Legs	26	26	26
Stew	14	10	10
Shoulders	16	16	16
Chops, rib and loin	35	35	35

Pork.

Loin, 8@10 av.	28	25	27
Loin, 10@12 av.	27	24	26
Loin, 12@14 av.	24	22	24
Loin, 14 and over	22	18	20
Chops	30	28	28
Shoulders	20	18	20
Butts	24	22	23
Spareribs	16	17	15
Hocks	12	12	14
Leaf lard, raw	14	14	12 1/2

Veal.

Hindquarters	30	32	36
Forequarters	20	18	24
Legs	32	32	36
Breasts	16	12	18
Shoulders	20	12	24
Cutlets	20	12	24
Rib and loin chops	50	40	55

Butchers' Offal.

Suet	4	4	5 1/2
Sho fat	2 1/2	2	3
Bone, per 100 lbs.	60	60	60
Calf skins	16	16	22
Kips	16	16	21
Deacons	12	12	12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of soda, 1 c. l. Chicago	9%	
Saltpeatre, less than 25 bbl. lots, f.o.b. New York:		
Dbl. refd. gran.	5%	5%
Small crystals	7%	
Medium crystals	7%	
Large crystals	8%	
Dbl. refd. gran. nitrate of soda	3%	3%
Saltpeatre, 25 bbl. lots, f.o.b. N. Y.:		
Dbl. refd. gran.	5%	5%
Small crystals	7%	
Medium crystals	7%	
Large crystals	8%	
Dbl. refd. gran. nitrate of soda	3%	3%
Boric acid, carloads, p.w.d., bbls.	8%	8%
Crystals to powdered, in bbls.	9%	9%
5-ton lots or more	9%	9%
In bbls. in less than 5-ton lots	8 1/2%	9
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or pow., bbls.	5	4%
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago		\$6.00
Medium, carlots, per ton, f.o.b. Chicago		\$6.00
bulk		9.10
Rock, carlots, per ton, f.o.b. Chicago		8.60
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans		@3.89
Second sugar, 90 basis		None
Syrup testing 63 and 65 combined sucrose and invert, New York		@.38
Standard gran. f.o.b. refiners (2%)		@5.00
Packers curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%		@4.50
Packers curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%		@4.40

value; pork, 9,500 lbs., \$3,443 value; sausage, 49,362 lbs., \$12,276 value; other canned meats, 8,173 lbs., \$3,646 value.

Porto Rico—Beef, 3,822 lbs., \$873 value; pork, 5,273 lbs., \$1,374 value; sausage, 147,514 lbs., \$27,721 value; other canned meats, 17,269 lbs., \$3,108 value.

PURE VINEGARS

A. P. CALLAHAN & COMPANY

207 SOUTH LA SALLE STREET

CHICAGO, ILL.

EATS

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended July 2, 1929.	Cor. week, July 2, 1929.
Prime native steers.....	24 @ 25 1/4	22 1/2 @ 24
Good native steers.....	23 1/2 @ 24	21 1/2 @ 22 1/2
Medium steers.....	22 1/2 @ 23 1/2	21 @ 21 1/2
Heifers, good.....	22 1/2 @ 23 1/2	18 1/2 @ 22 1/2
Cows.....	17 @ 19	15 1/2 @ 18
Hind quarters, choice.....	26 @ 31	27 @ 28 1/2
Fore quarters, choice.....	20 @ 21	19 1/2 @ 20 1/2

Beef Cuts.

Steer loins, No. 1.....	@ 38	@ 39
Steer loins, No. 2.....	@ 37	@ 35
Steer short loins, No. 1.....	@ 47	@ 50
Steer short loins, No. 2.....	@ 43	@ 42
Steer loin ends (hips).....	@ 31	@ 28
Steer loin ends, No. 2.....	@ 31	@ 28
Cow ribs, No. 3.....	@ 30	@ 30
Cow short loins.....	@ 37	@ 36
Cow loin ends (hips).....	@ 23	@ 20
Steer ribs, No. 1.....	@ 30	@ 27
Steer ribs, No. 2.....	@ 29	@ 26
Cow ribs, No. 2.....	@ 24	@ 21
Cow ribs, No. 3.....	@ 18	@ 16
Steer rounds, No. 1.....	@ 25	@ 24
Steer rounds, No. 2.....	@ 24 1/2	@ 23 1/2
Steer chucks, No. 1.....	@ 20 1/2	@ 19
Steer chucks, No. 2.....	@ 20	@ 18 1/2
Cow rounds.....	@ 17	@ 16
Cow chucks.....	@ 15	@ 14
Steer plates.....	@ 13 1/2	@ 12
Briskets, No. 1.....	@ 20	@ 19
Steer navel ends.....	@ 11 1/2	@ 10 1/2
Cow navel ends.....	@ 11 1/2	@ 11 1/2
Fore shanks.....	@ 10	@ 9
Hind shanks.....	@ 10	@ 9
Strip loins, No. 1, bbls.....	@ 60	@ 55
Strip loins, No. 2.....	@ 50	@ 45
Strips, No. 1.....	@ 35	@ 32
Strips, No. 2.....	@ 30	@ 27
Beef tenderloins, No. 1.....	@ 80	@ 75
Beef tenderloins, No. 2.....	@ 75	@ 70
Rump butts.....	@ 25	@ 20
Flank steaks.....	@ 27	@ 25
Shoulder clods.....	@ 22	@ 20
Hanging tenderloins.....	@ 20	@ 18

Beef Products.

Brains (per lb.).....	@ 13	@ 10
Hearts.....	@ 14	@ 13
Tongues, 4 @ 5.....	@ 35	@ 37
Sweetbreads.....	@ 40	@ 40
Oxtails, per lb.....	@ 15	@ 15
Fresh tripe, plain.....	7 @ 8	@ 6
Fresh tripe, H. C.....	@ 10	@ 8
Livers.....	@ 16	@ 17
Kidneys, per lb.....	@ 22	@ 15

Veal.

Choice carcass.....	@ 25	@ 23
Good carcass.....	@ 18	@ 20
Good saddles.....	@ 25	@ 32
Good backs.....	@ 16	@ 18
Medium backs.....	@ 14	@ 15

Veal Products.

Brains, each.....	@ 15	@ 12
Sweetbreads.....	@ 75	@ 80
Calf livers.....	@ 60	@ 55

Lamb.

Choice lambs.....	@ 30	@ 35
Medium lambs.....	@ 28	@ 32
Choice saddles.....	@ 35	@ 36
Choice middles.....	@ 32	@ 34
Medium forees.....	@ 25	@ 28
Medium forees.....	@ 23	@ 26
Lamb fries, per lb.....	@ 33	@ 23
Lamb tongues, per lb.....	@ 16	@ 15
Lamb kidneys, per lb.....	@ 30	@ 30

Mutton.

Heavy sheep.....	@ 9	@ 10
Light sheep.....	@ 14	@ 10
Heavy saddles.....	@ 11	@ 12
Light saddles.....	@ 16	@ 18
Heavy forees.....	@ 7	@ 8
Light forees.....	@ 11	@ 14
Mutton legs.....	@ 18	@ 20
Mutton loins.....	@ 20	@ 15
Mutton stew.....	@ 10	@ 12
Sheep tongues, per lb.....	@ 16	@ 15
Sheep heads, each.....	@ 12	@ 10

Fresh Pork, Etc.

Pork loins, 8 @ 10 lbs. av.....	@ 26	@ 25
Picnic shoulders.....	@ 16	@ 15
Skinned shoulders.....	@ 15 1/2	@ 15 1/2
Tenderloins.....	@ 50	@ 52
Spare ribs.....	@ 13	@ 10
Back fat.....	@ 14	@ 12
Boston butts.....	@ 22	@ 19
Hocks.....	@ 13	@ 10
Tails.....	@ 12	@ 10
Neck bones.....	@ 4	@ 4
Slip bones.....	@ 14	@ 10
Blade bones.....	@ 14	@ 12
Pigs' feet.....	@ 7	@ 4 1/2
Kidneys, per lb.....	@ 11	@ 8
Livers.....	@ 7 1/2	@ 7
Brains.....	@ 14	@ 14
Ears.....	@ 7	@ 5
Snouts.....	@ 7	@ 7
Heads.....	@ 10	@ 8

DOMESTIC SAUSAGE.

Fancy pork sausage, 1 @ 1-lb. cartons.....	@ 29
Country style sausage, fresh in link.....	@ 23
Country style sausage, fresh in bulk.....	@ 20
Country style sausage, smoked.....	@ 25
Frankfurts in sheep casings.....	@ 25 1/2
Frankfurts in hog casings.....	@ 24
Bologna in beef bungs, choice.....	@ 21
Bologna in cloth, paraffined, choice.....	@ 18 1/2
Bologna in beef middles, choice.....	@ 20 1/2
Liver sausage in hog bungs.....	@ 19
Smoked liver sausage in hog bungs.....	@ 26
Liver sausage in beef rounds.....	@ 15
Head cheese.....	@ 18
New England luncheon specialty.....	@ 31
Minced luncheon specialty.....	@ 22
Tongue sausage.....	@ 24
Blood sausage.....	@ 18
Polish sausage.....	@ 21 1/2
Souse.....	@ 16

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@ 51
Thuringer Cervelat.....	@ 29
Farmer.....	@ 35
Holsteiner.....	@ 33
B. C. Salami, choice.....	@ 51
Milano Salami, choice, in hog bungs.....	@ 50
B. C. Salami, new condition.....	@ 30
Prisces, choice, in hog middles.....	@ 46
Genoa style Salami.....	@ 57
Pepperoni.....	@ 44
Mortadella, new condition.....	@ 28
Capicola.....	@ 46
Italian style hams.....	@ 44
Virginia hams.....	@ 55

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.25
Large tins, 1 to crate.....	8.25
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in hog casings—	
Small tins, 2 to crate.....	8.00
Large tins, 1 to crate.....	9.00
Smoked link sausage in hog casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

SAUSAGE MATERIALS.

Regular pork trimmings.....	@ 10 1/2
Special lean pork trimmings.....	@ 18 1/2
Extra lean pork trimmings.....	@ 21
Neck bone trimmings.....	15 @ 15 1/2
Pork cheek meat.....	@ 14
Pork hearts.....	10 @ 10 1/2
Native boneless bull meat (heavy).....	@ 19
Boneless chucks.....	@ 17 1/2
Shank meat.....	@ 15 1/2
Beef trimmings.....	@ 13
Beef hearts.....	@ 14 1/2
Beef cheeks (trimmed).....	@ 13
Dressed canners, 300 lbs. and up.....	@ 13 1/2
Dressed canners, 550 lbs. and up.....	15 1/2 @ 15 1/2
Dr. bolozna bulls, 300 @ 700 lbs.....	15 1/2 @ 15 1/2
Beef tripe.....	6 @ 6 1/2
Cured pork tongues (can. trim).....	10 1/2 @ 17

SAUSAGE CASINGS.

Beef casings:	
Domestic round, 180 pack.....	@ 48
Domestic round, 240 pack.....	@ 52 1/2
Wide export rounds.....	@ 50
Medium export rounds.....	@ 50
Narrow export rounds.....	@ 50
No. 1 weasands.....	18 @ 18
No. 2 weasands.....	@ 10
No. 1 bungs.....	@ 37
No. 2 bungs.....	@ 25
Regular middles.....	@ 1.15
Selected wide middles.....	@ 2.25
Dried bladders:	
12/15.....	@ 2.25
10/12.....	@ 2.00
8/10.....	@ 1.65
6/8.....	@ 1.25

Hog casings:	
Narrow, per 100 yds.....	@ 3.00
Narrow, special, per 100 yds.....	@ 2.25
Medium, regular, per 100 yds.....	1.25 @ 1.35
Wide, per 100 yds.....	@ 1.00
Extra wide, per 100 yds.....	@ 1.25
Export bungs.....	@ 35
Large prime bungs.....	@ 25
Medium prime bungs.....	@ 18
Small prime bungs.....	@ 7
Middles.....	@ 12
Stomachs.....	@ 20

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$16.00
Homeycomb tripe, 200-lb. bbl.....	28.00
Pocket homeycomb tripe, 200-lb. bbl.....	24.00
Pork feet, 200-lb. bbl.....	15.50
Pork tongues, 200-lb. bbl.....	70.00
Lamb tongues, long cut, 200-lb. bbl.....	58.00
Lamb tongues, short cut, 200-lb. bbl.....	71.00

BARBELED PORK AND BEEF.

Meat, pork, regular.....	\$29.50
Family back pork, 24 to 34 pieces.....	33.50
Family back pork, 35 to 45 pieces.....	33.50
Clear back pork, 40 to 50 pieces.....	29.00
Clear plate pork, 25 to 35 pieces.....	21.50
Brisket pork.....	25.00
Bean pork.....	21.00
Plate beef.....	28.00
Extra plate beef, 200 lb. bbls.....	29.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	1.57 1/2 @ 1.60
Oak pork barrels, black iron hoops.....	1.65 @ 1.67 1/2
Ash pork barrels, galv. iron hoops.....	1.77 1/2 @ 1.80
White oak ham tierces.....	2.42 1/2 @ 2.45
Red oak ham tierces.....	2.62 1/2 @ 2.65

OLEOMARGARINE.

Highest grade natural color animal fat	
margarine in 1-lb. cartons, rolls or	
prints, f.o.b. Chicago.....	@ 25
White animal fat margarines in 1-lb.	
cartons, rolls or prints, f.o.b. Chicago	@ 20 1/2
Nut, 1-lb. cartons, f.o.b. Chicago.....	@ 17
(30 and 60-lb. solid packed tubs, 1c	
per lb. less.).....	
Pastry, 60 lb. tubs, f.o.b. Chicago.....	@ 15

DRY SALT MEATS.

Extra short clears.....	@ 14
Extra short ribs.....	@ 16
Short clear middles, 60-lb. avg.....	@ 16
Clear bellies, 18 @ 20 lbs.....	@ 15
Clear bellies, 14 @ 16 lbs.....	@ 15 1/2
Rib bellies, 20 @ 25 lbs.....	@ 15
Rib bellies, 25 @ 30 lbs.....	@ 14 1/2
Fat backs, 10 @ 12 lbs.....	@ 11 1/2
Fat backs, 14 @ 16 lbs.....	@ 11 1/2
Regular plates.....	@ 11 1/2
Butts.....	@ 9 1/2

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14 @ 16 lbs.....	@ 28 1/2
Fancy skd. hams, 14 @ 16 lbs.....	@ 28 1/2
Standard reg. hams, 14 @ 16 lbs.....	@ 28 1/2
Picnics, 4 @ 8 lbs.....	@ 21
Fancy bacon, 6 @ 8 lbs.....	@ 28 1/2
Standard bacon, 6 @ 8 lbs.....	@ 28 1/2
No. 1 beef ham sets, smoked—	
Insides, 8 @ 12 lbs.....	@ 50
Outsides, 5 @ 9 lbs.....	@ 42
Knuckles, 5 @ 9 lbs.....	@ 47
Cooked hams, choice, skin on, fattened.....	@ 40
Cooked hams, choice, skinned, fattened.....	@ 41
Cooked hams, choice, skinned, fattened.....	@ 44
Cooked picnics, skin on, fattened.....	@ 27
Cooked picnics, skinned, fattened.....	@ 27 1/2
Cooked loin roll, smoked.....	@ 48

ANIMAL OILS.

Prime edible lard oil.....	@ 14 1/2
Headlight burning oil.....	@ 12 1/2
Prime W. S. lard oil.....	@ 12
Extra W. S. lard oil.....	@ 11 1/2
Extra No. 1 lard oil.....	@ 11 1/2
No. 1 lard oil.....	@ 11
No. 2 lard oil.....	@ 10
Acidless tallow oil.....	@ 18 1/2
20 D. C. T. neatfoot oil.....	@ 14
Pure neatfoot oil.....	@ 11 1/2
Special neatfoot oil.....	@ 10 1/2
Extra neatfoot oil.....	@ 11 1/2
No. 1 neatfoot oil.....	@ 11 1/2

LARD.

Prime steam.....	@ 11.85
Prime steam, loose.....	@ 11.05
Kettle rendered, tierces.....	@ 12.00
Refined lard, boxes, N. Y.....	@ 12.75
Leaf, raw.....	@ 10.75
Neutral, in tierces.....	@ 18.00
Compound, acc. to quantity.....	11.25 @ 12.00

OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces.....	@ 11 1/2
Oleo stocks.....	@ 10 1/2
Prime No. 1 oleo oil.....	@ 9 1/2
Prime No. 2 oleo oil.....	@ 9 1/2
Prime No. 3 oleo oil.....	@ 9 1/2
Prime oleo stearine, edible.....	@ 9

TALLOWES AND GREASES.

Edible tallow, under 1% acid, 45 titr.....	@ 8 1/2
Prime packers tallow.....	7 1/2 @ 7 1/2
No. 1 tallow, 10% f.f.a.....	7 1/2 @ 7 1/2
No. 2 tallow, 40% f.f.a.....	6 1/2 @ 6 1/2
Choice white grease.....	7 1/2 @ 7 1/2
A-White grease.....	7 1/2 @ 7 1/2
B-White grease, max., 5% acid.....	6 1/2 @ 6 1/2
Yellow grease, 10 @ 15 f.f.a.....	6 1/2 @ 6 1/2
Brown grease, 40% f.f.a.....	5 1/2 @ 5 1/2

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.....	
Valley points, nom., prompt.....	7 1/2 @ 8
White, deodorized, in bbls., c.a.f. Chgo.....	10 1/2 @ 10 1/2
Yellow, deodorized, in bbls.....	10 1/2 @ 10 1/2
Soy stock, 50% f.f.a., f.o.b.....	2 1/2 @ 2 1/2
Corn oil, in tanks, f.o.b. mills.....	7 1/2 @ 7 1/2
Soya bean, f.o.b. mill.....	7 1/2 @ 8
Cocoonut oil, seller's tanks, f.o.b. coast.....	6 1/2 @ 6 1/2
Refined in bbls., c.a.f., Chicago, nom.....	9 1/2 @ 9 1/2

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice.....	31	34
Cinnamon.....	14	18
Cloves.....	41	45
Coriander.....	6 1/2	9
Ginger.....	19	19
Mace.....	1.00	1.05
Nutmeg.....	37	38
Pepper, black.....	37	37
Pepper, Cayenne.....	40	40
Pepper, red.....	40	40
Pepper, white.....	66	70

Retail Section

Retailer Should Know How to Figure His Selling Prices

Do you change your selling prices, Mr. Retailer, when your wholesale costs change?

Or do you hold to a selling price as long as you can, believing that your losses when the wholesale price goes up are balanced by your profits when it goes down?

Holding to one retail price as long as possible is a lazy and expensive way of doing business.

It is likely to cost the retailer money, and at the same time it makes dissatisfied consumers.

The retail price of meat should go up when the wholesale price goes up. And the retail price should come down when the wholesale price comes down.

That's the only safe and satisfactory way of doing business.

Advantage of Price Changes.

The advantage in dollars and cents of changing the retail price with changes in wholesale prices is shown by David Van Gelder, well-known New York retail meat dealer, in the charts given here.

The hind and ribs are broken up according to the New York style, but the principle is the same regardless of the style of cutting.

In these charts Mr. Van Gelder's method of figuring indicates that when the wholesale price of beef is 21c per

pound, the gross profit is \$13.78 at specified selling prices of different cuts per pound.

If no change is made in the retail price, when the wholesale cost is 22c, he says the gross profit drops to \$11.87; and when the wholesale price is 23c and no change is made, the profit drops to \$9.96.

There is the same proportional increase in profits with declines in the wholesale price. The difficulty is that the price may not decline as many times as it increases.

Retail Selling Prices

By David Van Gelder

President New York State Retail Meat Dealers' Association.

The charts and explanations shown here are based on the New York style of cutting on hind and ribs. The charts analyze the results as to fluctuations bearing upon the gross profit on the retail selling prices.

Chart No. 2 is an analysis of chart No. 1, and should be studied closely as to the actual retail selling price per pound in order to comprehend thoroughly the analysis in chart No. 2.

Explanation of Chart No. 1.

Chart No. 1 represents a division into retail cuts of hind and ribs cut New York style, graded choice according to

U. S. Dept. of Agriculture standards, and weighing 191 lbs., all steaks weighed untrimmed.

The retail selling prices are quoted per pound in the first column of figures, based upon a cost price of hind and ribs at 21 cents per lb. The result of the selling prices are shown in the second column, with the total of the selling price shown at the foot of this same column.

The retail selling prices per pound in the third column are based upon a cost price of the same hind and rib at 28 cents per lb., the result of the selling prices quoted in the fourth column of figures. The total selling price of the hinds and ribs at these retail prices are found at the foot of the fourth column, in this chart.

Explanation of Chart No. 2.

In chart No. 2 is shown, on the top line, the wholesale cost per lb. of a hind and rib. The next line, first column of figures, shows the gross profit in dollars and cents on the same hind and ribs. The succeeding figures in the same column are the retail selling prices per pound of the different cuts of the hind and rib, cut New York style, weighed untrimmed (as shown in the items of the first two columns of chart No. 1).

Assuming that the merchant buys hinds and ribs for 22c per lb. wholesale, as stated in the second column of chart No. 2, and persists in selling his merchandise at the same retail price as when he paid 21c lb., he will then see that his gross profit in dollars and cents has gone down to \$11.87, and his

HOW FLUCTUATING WHOLESALE COSTS AFFECT DEALER'S GROSS PROFITS.

Based on New York style of retail cutting, for cuts from hind and ribs having a total weight of 191 lbs. (all steaks weighed untrimmed), and costing \$40.11 wholesale.

CHART I—SELLING PRICES OF RETAIL CUTS.			
	Cost per lb., 21c.	Cost per lb., 22c.	Cost per lb., 23c.
	—Selling price—	—Selling price—	—Selling price—
Per lb.	Total.	Per lb.	Total.
DIVISION OF FULL LOIN, 71 lbs. 13 oz.:			
P. H. and Del. steak, 17 lbs. 12 oz.	.48	\$8.52	\$.05 \$11.53
Suet, 10 lbs. 14 oz.	.04	4.05	.06 5.09
Sirl. steak (all cuts), 25 lbs. 6 oz.	.38	9.64	.60 15.24
Top sirloin, 14 lbs. 13 oz.	.34	5.04	.48 7.11
Kidneys, 1 lb. 14 oz.	.22	.27	.30 .38
Shop fat, 11 oz.	.02	.02	.02 .02
Chopped beef, 8 oz.	.22	.11	.30 .15
Loss in cutting, 0 oz.	..	..	.. ..
Total selling price, full loin....		\$24.08	\$35.02
DIVISION OF ROUND, 66 lbs. 9 oz.:			
Shin beef, 5 lbs. 2 oz.	.25	\$1.29	\$.30 \$1.54
Bone, 12 lbs.	..	..	.. ..
Chopped beef, 3 lbs. 14 oz.	.22	.85	.30 1.16
Rump, 10 lbs. 11 oz.	.24	2.57	.34 3.64
Top round, 14 lbs. 4 oz.	.42	5.08	.50 7.12
Eye round, 10 lbs. 2 oz.	.40	4.05	.48 4.86
Horse shoe, 3 lbs. 13 oz.	.28	1.07	.35 1.34
Shop fat, 5 lbs. 6 oz.	.02	.15	.02 .15
Rump bone, 1 lb. 2 oz.	..	..	.. ..
Trimnings, 3 oz.	..	..	.. ..
Total selling price, round....		\$15.96	\$19.81
DIVISION OF FLANK, 18 lbs. 6 oz.:			
Flank, 2 lbs. 3 oz.	.32	\$.70	\$.40 .87
Suet, N. Y. style, 5 lbs. 1 oz.	.01	.05	.05 .06
Chopped beef, 2 lbs. 10 oz.	.22	.50	.30 .79
Shop fat, 3 lbs. 13 oz.	.02	.11	.11 .11
Thick flank, 3 lbs. 6 oz.	.25	.85	.30 1.01
Rib bone (out of flank), 1 lb. 5 oz.	..	..	.. ..
Total selling price, flank.....		\$2.30	\$3.04

DIVISION OF CHUCK AND PRIME RIBS, 34 lbs. 4 oz.:									
First 4 ribs, 13 lbs. 7 oz.	.42	\$5.64	\$.48 \$6.45						
5th and 6th ribs, 7 lbs. 10 oz.	.35	2.66	.40 3.06						
Chuck, 13 lbs. 3 oz.	.25	3.30	.30 3.96						
Total selling price, chuck and prime ribs.....		\$11.60	\$13.46						
TOTAL SELLING PRICE, HINDS AND RIBS.....		\$53.80	\$71.33						
CHART II—ANALYSIS OF CHART I.									
Wholesale costs per lb.									
Wholesale cost of hinds and ribs, per lb.	.21	.22	.23	.28	.30	.31	.32		
GROSS PROFIT.....	\$13.78	\$11.87	\$9.96	\$17.55	\$15.94	\$14.03	\$12.12	\$10.21	
Retail Selling prices per lb.									
Shin beef.....	.25			.30					
Chopped beef.....	.22			.30					
Rump.....	.24			.34					
Top round.....	.42			.50					
Bot. eye round.....	.40			.48					
Horse shoe.....	.28			.35					
Shop fat.....	.02			.02					
Flank steak.....	.32			.40					
Suet.....	.04			.05					
Chuck steak.....	.25			.30					
P. H. steak.....	.48			.55					
Sirloin steak.....	.38			.46					
Top sirloin.....	.34			.42					
Kidney.....	.22			.30					
1st 4 prime ribs.....	.42			.48					
5th and 6th ribs.....	.35			.45					
Chuck roast.....	.25			.30					
PER CENT OF GROSS PROFIT ON SELLING PRICE.									
	25.57	22.02	18.48	24.96	22.20	19.06	16.00	14.31	

percentage of gross profit, shown at the foot of the second column has decreased to 22.02 per cent.

If the market should go up to 23c per lb. wholesale, as shown at the top of the third column of chart No. 2—and he still persists in selling his merchandise at the same retailing price for fear of losing customers to his competitors who are not raising their selling prices—he will see, as shown in the third column, that his gross profit in dollars and cents has gone down to \$9.96, and, in percentages, to \$18.48.

Must Raise or Lower Prices.

It is obvious that a merchant will commit business suicide not to change his prices upward or downward with market fluctuations. The old idea to recoup losses on a downward market is not successful in these days of modern merchandising.

In the fourth column we take into consideration that violent fluctuations in wholesale cost prices from 21 to 28c necessitate the raising of the retail selling price. As will be noted on the increased retail prices per pound in this column, we will then see that, as shown, the gross profit by virtue of these conditions has gone up to \$17.85 in dollars and cents, and the percentage of gross profit on the selling price as shown at the bottom of the column is 24.96 per cent.

It will also be seen that when the market goes up to a wholesale cost of 29c per lb., and the merchant persists in selling his merchandise at the same retail selling price as quoted in the fourth column, his gross profit in dollars and cents goes down to \$15.94 (as shown in column 5), while his percentage of gross profit drops to 22.20 per cent.

Should Remember the Consumer.

It might seem to the merchant that it is to his advantage to have a higher market—because, as shown in line 2 of column 4, his profit in dollars and cents on one hind and rib is \$17.85 as against \$13.78 when the hind and rib costs wholesale 21c per lb., as shown in the first column of chart No. 2. However, it will be noted that the percentage on the selling price on a higher market is 24.96 per cent, as shown at the foot of the fourth column, as against 25.57 per cent at the foot of the first column.

The merchant must always bear in mind that when the market on hinds and ribs is about 21c per lb., and assuming that he can sell six hinds and ribs per week when such wholesale prices prevail, he makes a gross profit of six times \$13.78 or \$82.68.

But it has never failed to follow in the history of the meat industry in this country that a violent fluctuation in wholesale prices—say, 21 to 28c per lb.

on hinds and ribs—with a natural corresponding rise on retail selling prices, has materially decreased the consumption by the public.

The merchant who could sell six hinds and ribs a week when the market was 21c per lb. will find that, by a violent fluctuation (as pointed out above) to 28c per lb., he will then only be able to sell five hinds and ribs per week. And he will find that his profit is not so much greater on a higher market, as indicated in the second line of column 4, chart No. 2. His total gross profit for that week on five hinds and ribs at \$17.85 will be \$89.25, as compared with six hinds and ribs at \$13.78 with his gross profit at \$82.68.

It pays to know how to figure costs and results before fixing your selling prices.

NEWS OF THE RETAILERS.

B. A. Busby of Phillipsburg, Kan., has opened a meat market in the Keely grocery store, Beloit, Kan.

Walter Hiatt has sold out his meat market and grocery business, Independence, Kan., to Orrie Seltzer.

A. H. Reed has sold his meat market and grocery store, Ellsworth, Kan., to F. S. Reed Store Co., with headquarters in Wichita.

Carl Fox has disposed of his meat business at 1402 W. Saginaw st., Lansing, Mich., to Cecil Taylor.

Floyd Williams has purchased the Harry Bond meat and grocery business at 424 W. Willow st., Lansing, Mich.

E. J. Grant & Son, Plymouth, Ind., have moved their meat market to larger quarters in the Tanner building.

G. W. Wells will move his Winslow, Ind., meat market to Jasper, Ind.

Donald C. Mann has sold out his Greystone Grocery & Meat Market, Ypsilanti, Mich., to Pearl Fairbanks.

Roy Rathburn has purchased the meat and grocery business of Pryune & Rice, Hebron, Neb.

The Chicago Market will open a branch meat market at Lima, O., as soon as store building is remodeled for its occupancy.

John Graff has opened a meat market at Maple st. and Sixth ave., Lancaster, O.

Sample & Van Inwagen have succeeded to the meat business of Kolts & Van Inwagen at Richmond, Mich.

The Accommodation Grocery & Meat Market has incorporated at College Hill, O., capital \$20,000.

Clarence Hill has succeeded to the meat business of Hill & Davis at Bethel, O.

The New Pine Creek, Ore., Meat Market has been opened by J. A. Smith.

John Walters has sold his meat business at Prescott, Wash., to Geo. T. Romine.

The Red Robin Riteway Market has succeeded to the business of the Daisy Meat Market, Arlington, Wash.

B. L. Vickery and Henry Ewing have purchased the meat business of John Daubert in Colfax, Wash.

The Stanley Stores, Inc., has engaged in the meat and grocery business at Oak Grove, Ore., with capital of \$10,000.

The Union Meat Market, Marshfield, Ore., suffered a fire loss of \$350 recently.

Louis Wasem, Sr., recently sold his meat market and grocery at Patoka, Ill., to his son-in-law, Porter B. Simeon, Sr.

L. L. Lockwood, Atlanta, Neb., meats, sold out recently to Mrs. Abram Lunison.

R. A. Dibbern will open a meat market soon at Willow Lake, S. D.

Loob's Markets, Inc., Eau Claire, Wis., meats, groceries, etc., have been incorporated with capital of \$30,000 by P. Looby, L. L. Looby and I. Looby.

The Universal Grocery Co. and meat market is opening a store at Platteville, Wis.

Tell This to Your Trade

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

OUT-OF-DOOR MENUS.

When the warm weather comes, the desire to eat out-of-doors may be satisfied easily if the picnic lunch is planned so that it is not only appetizing, but also easily packed and carried.

The out-of-door lunch can be as elaborate or as simple as one chooses, depending on the amount of work and time one wishes to spend preparing it and the conveniences of the camp.

No matter how simple the menu, if the food is well prepared and served attractively it will be a success, providing there is enough of it to satisfy the big appetites usually found in the out-of-doors.

Many of your customers will appreciate suggestions on meals to be eaten on picnics during the coming warm months. The following come from Miss Winifred Brennan, Department of Home Economics, Institute of American Meat Packers. Place them in a conspicuous place in your store where your customers will see them.

1—Roasted frankfurters, rolls, broiled tomatoes, dill pickles, apple salad, cookies, coffee.

2—Ham and potato salad, green onions, graham bread and butter sandwiches, fruit, cake, coffee.

3—Broiled steak, potatoes baked in the fire, biscuits, jam, cucumber pickles, fruit salad, coffee.

4—Fried bacon and eggs, hot rolls, sliced tomatoes, dill pickles, fruit, coffee.

5—Meat loaf, beet pickles, nut bread and butter sandwiches, apple cake, coffee.

6—Cottage cheese salad, broiled sliced ham, raisin bread sandwiches, radishes, olives, cantaloupe, coffee.

7—Baked beans with salt pork, sliced tomatoes and cucumbers, bread and butter sandwiches, jam, fruit, coffee.

8—Cabbage and corned beef salad, toasted sandwiches, pickles, chocolate cup cakes, fruit, iced tea.

standards,
steaks

quoted
figures,
and ribs
of the
second
selling
same

und in
a cost
at 28
selling
mn of
of the
es are
column,

he top
of a
column
profit in
and and
same
es per
hind
eighed
ms of
(to 1).
buys
whole-
mn of
ing his
price
then
s and
nd his

\$6.45
3.05
3.96

\$13.46

\$71.33

\$.32
\$10.21

At the same selling price.

14.31

New York Section

NEW YORK NEWS NOTES.

T. G. Lee, vice-president, Armour and Company, Chicago, was a visitor to New York during the past week.

J. A. McHugh, assistant secretary, Wilson & Co., and New York office manager, is enjoying a well-earned vacation.

C. T. Richardson, construction department, Swift & Company, Chicago, spent the early part of last week in New York.

Roy Fluckinger, beef department, Swift & Company's central office, is whiling away his three weeks' vacation at Kohankson, N. Y.

Chicago visitors to the New York plant of Wilson & Co. included C. P. Grasmuck, personnel department, and H. J. Williams, car route department.

Frank P. Capera, assistant general

superintendent, Armour and Company, Chicago, paid a short visit to the plant of the New York Butchers' Dressed Meat Co. last week.

Henry P. Cheuvreux, sales department, New York Butchers' Dressed Meat Co., has just returned from his vacation, which he spent motoring through the New England states.

Harry Barker, refinery department, Armour and Company, New York, was confined to his home for a few days last week as a result of injuries sustained in an automobile accident.

G. N. Beeson, formerly located at the office of the U. S. Bureau of Agricultural Economics in New Orleans, has been permanently transferred to New York and will handle meat grading.

Thomas E. Wilson, president of Wilson & Co., Chicago, and Mrs. Wilson returned on the S. S. Homeric on July

2, in time to celebrate the big holiday on American soil. They have been in South America and Europe.

D. G. Cummins of the New York office, U. S. Bureau of Agricultural Economics, is temporarily handling the reporting of the meat markets and conducting grading work at Philadelphia during the annual leave of Charles Harris.

Dean Smith, who has been reporting the Kansas City livestock markets for the United States government, has been transferred to New York, where he will be located permanently as livestock market reporter covering the Jersey City and 41st Street yards.

The district office of Wilson & Co. reports Henry Koehler, manager of Ft. Greene Market, and William Heaney, manager of Harlem branch, on vacations. H. B. Van Name, fresh pork department, will be exploring on Long Island for the next few weeks.

During the absence of George A. Schmidt, president, who is spending the summer months abroad, the executive responsibilities of Stahl-Meyer, Inc., will be shared by Louis Meyer, vice-president and treasurer, and Otto Stahl, chairman of the board.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ended June 22, 1929: Meat—Brooklyn, 27 lbs.; Manhattan, 1,530 lbs.; total, 1,557 lbs. Fish—Brooklyn, 20 lbs. Poultry and Game—Manhattan, 142 lbs.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ended June 29, 1929: Meat—Brooklyn, 135 lbs.; Manhattan, 705 lbs.; The Bronx, 12 lbs.; Queens, 780 lbs.; total, 1,632 lbs. Fish—Brooklyn, 350 lbs.; Manhattan, 560 lbs.; Queens, 112 lbs.; total, 1,022 lbs. Poultry and game—Manhattan, 46 lbs.

RETAILERS NATIONAL MEETING.

The National Association of Retail Meat Dealers will hold its 44th annual convention August 5 to 8 inclusive at the Hotel Statler, Detroit, Michigan, to which all retailers of meats, whether affiliated with the organization or not, are invited.

A tentative program has been prepared under the direction of Chairman Emil Schwartz, and several nationally-known speakers will address the various sessions, among whom will be Congressman Emanuel Celler of New York; W. W. Woods, president, Institute of American Meat Packers; E. L. Rhoades, University of Chicago; R. C. Pollock, secretary and manager, National Live Stock and Meat Board; W. C. Davis, business specialist, Bureau of Agricultural Economics, Washington, D. C., and many others.

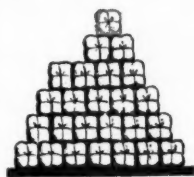
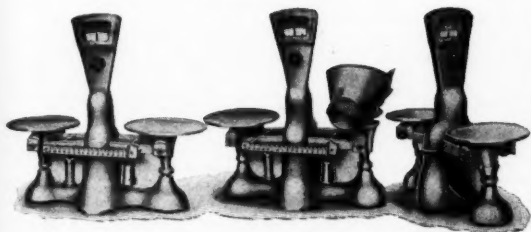
WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on July 3, 1929:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (700 lbs. up):				
Choice	\$22.00@23.00	\$23.50@24.00	\$23.50@25.00	\$24.00@24.50
Good	21.00@22.00	22.50@23.50	23.00@24.00	23.50@24.00
STEERS (550-700 lbs.):				
Choice	23.00@24.00		23.50@25.00	25.00@26.00
Good	22.00@23.00		23.00@24.00	23.50@24.50
STEERS (500 lbs. up):				
Medium	21.00@22.00	22.00@22.50	19.00@22.50	20.00@22.50
Common			17.00@19.00	
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	23.50@24.50		24.00@25.50	
Good	22.50@23.50		23.00@24.50	
Medium	21.50@22.50			
COWS:				
Good	18.00@19.00	19.00@19.50	19.50@21.50	19.00@20.50
Medium	16.00@18.00	18.00@19.00	17.50@19.50	18.00@19.00
Common	14.50@16.00	17.00@18.00	16.50@17.50	16.00@17.50
Fresh Veal and Calf Carcasses:				
VEALERS (2):				
Choice	25.00@26.00	23.00@25.00	26.00@28.00	24.00@25.00
Good	23.00@25.00	21.00@23.00	24.00@26.00	23.00@24.00
Medium	21.00@23.00	19.00@21.00	23.00@25.00	20.00@22.00
Common	19.00@21.00	18.00@19.00	21.00@23.00	18.00@20.00
CALF (2) (3):				
Choice	20.00@22.00		22.00@24.00	
Good	19.00@20.00	18.00@19.00	20.00@22.00	
Medium	18.00@19.00	16.00@18.00	19.00@20.00	
Common	17.00@18.00	15.00@16.00	17.00@19.00	
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	29.00@30.00	31.00@32.00	33.00@34.00	31.00@32.00
Good	28.00@29.00	30.00@31.00	31.00@33.00	30.00@31.00
Medium	25.00@27.00	28.00@30.00	28.00@31.00	26.00@29.00
Common	20.00@24.00	26.00@28.00	26.00@28.00	
LAMB (30-45 lbs.):				
Choice	29.00@30.00	31.00@32.00	33.00@34.00	31.00@32.00
Good	27.00@29.00	30.00@31.00	31.00@33.00	30.00@31.00
Medium	24.00@27.00	28.00@30.00	28.00@31.00	26.00@29.00
Common	20.00@23.00	26.00@28.00	26.00@28.00	
MUTTON (Ewe) 70 lbs. down:				
Good	13.00@14.00	15.00@16.00	14.00@16.00	13.00@15.00
Medium	11.00@13.00	13.00@15.00	13.00@15.00	12.00@13.00
Common	10.00@11.00	11.00@13.00	12.00@13.00	10.00@12.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	24.00@26.00	24.00@25.00	26.00@28.00	23.00@25.00
10-12 lbs. av.	23.50@25.00	24.00@25.00	25.00@27.00	22.00@24.00
12-15 lbs. av.	21.00@23.50	22.00@23.50	22.00@25.00	21.00@23.00
16-22 lbs. av.	18.00@19.00	19.50@21.50	20.00@21.00	18.00@20.00
SHOULDERS N. Y. Style, Skinned:				
8-12 lbs. av.	16.50@17.50		17.00@20.00	16.00@18.00
PICNICS:				
6-8 lbs. av.		16.50@17.50		
BUTTS Boston Style:				
4-8 lbs. av.	21.00@22.00		21.00@23.00	21.00@22.00
SPARE RIBS:				
Half Sheets	12.50@13.50			
TRIMMINGS:				
Regular	10.00@10.50			
Lean	20.00@21.00			

(1) Includes halber yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at Chicago and New York. (3) Includes sides at Boston and Philadelphia.

Fairbanks Precision Counter Scales



Keep the
missing
package!

Look at a stack of weighed-up and packaged merchandise. If it has been weighed by the usual methods there are pretty certain to be *missing packages*—packages that were actually in the bulk container but which inaccurate weighing has lost.

Of course, accurate packaging can be accomplished on an ordinary counter scale—but it isn't *done* because it is difficult! Hurried employees do not pay attention to small over-weights.

It's economy, therefore, to install Fairbanks Precision Counter Scales.

When the pointer is on zero the quantity in the package is correct. A variation as low as 1/32 ounce is quickly readable. The pointer doesn't flutter or wobble—it indicates correct weight accurately and quickly—and makes unders and overs *look big!*

Small margin profits cannot afford the missing packages. Why not write today for descriptive literature and prices.

FAIRBANKS, MORSE & CO.
900 S. Wabash Ave., Chicago

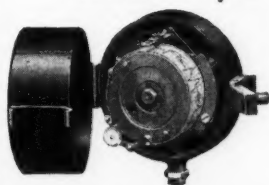
And 40 principal cities of the United States—each house with a service station.

Fairbanks Scales

Preferred the  World Over

BA 24.49

Let a typical Recordograf record show you how to



save money
every day



... Mail the coupon for the graphic
picture of an actual test trip

THIS typical Recordograf record will show you how to increase the income from every one of your trucks. It will show you how *easy* it is to stop unnecessary delays—to make deliveries on time—to check excessive driving, over-speeding and after-hour trips. And more than that, it will show you how to route your trucks to the best advantage . . . how to save money on gas, oil, and maintenance costs . . . how to make bigger profits than ever before.

Send for a copy of this actual test record today. And get complete information about the Recordograf. Learn how it will pay for itself in a few weeks and then pay a big extra profit. You'll not place yourself under obligation of any kind. Send in the coupon **today**.



The OHMER Hub-Odometer
The Hub-Odometer can be installed in place of any hubcap. It is an infallibly accurate mileage meter. The figures are always right side up and can easily be read. The mechanism is untamperably sealed.



The OHMER Odometer
The Odometer accurately measures mileage. It has an unusually small number of moving parts. It is driven from the transmission. Large figures snap into place. It is an ideal mileage meter for heavy duty vehicles.

OHMER

REG. U.S. PAT. OFF. AND OTHER COUNTRIES

FARE REGISTER COMPANY

Dept. NA, Dayton, Ohio, U. S. A.

Send me a copy of the Test Chart and further information about the Recordograf.

Name.....

Address.....

Pin this to your letterhead

929.

\$12.30

\$ 2.30
\$ 3.90

& 10c

& 10c

& 50c

\$ 2.15

& 10c

& 10c

\$28.00

35.00

10.00

12.50

9.10

86.75

47.75

.05

1.00

58.00

62.00

S.

\$125.00

\$ 65.00

\$ 50.00

\$ 75.00

\$110.00

\$200.00

York

1929,

U. S.

cs as

Sheep.

34,280

8,067

4,929

47,276

88,078

55,297

cts

ins

ds

4

N.J.

nc.

S

on

fer-